A U.S. DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

THE UNIVERSITY OF MICHIGAN
MAR 1 1963
PERIODICAL READING ROOM

February 18, 1963

Business Bulletins *from around the world*

ARGENTINA—Additional 100% surcharge levied by Decree 780/62 on so-called luxury imports (*Foreign Commerce Weekly*, Mar. 5, 1962, p. 401) will be collected throughout 1963.

Imports in the first 11 months of 1962 amounted to $1,271 million, as against exports of $1,098 million, resulting in unfavorable balance of $173 million.

CYPRUS—Tariff increases (effective from January 18) on wide range of consumer goods are intended to encourage local industry, with conservation of foreign exchange as secondary objective. Tariff cuts apply to raw materials for local industry. Details to be reported later in *International Commerce*.

DENMARK—Items freed from import restrictions on January 1 include several of interest to U.S. exporters: flower bulbs, rectifiers, fatty acids, animal and vegetable oils, meat extract, trucks over 3,000 kilograms, automatic vending machines, and bakery and slaughterhouse machinery.

GHANA—Philips Radio of Amsterdam, Netherlands, soon to construct $440,000 privately-owned transistor radio assembly plant at Tema.

Lever Bros. of Ghana Ltd., subsidiary of Unilever of London, to complete soap factory in Tema by March. Factory, wholly owned by Lever Bros., to cost about £1 million ($2.8 million) and produce more than 20,000 tons of soap and soap products annually.

Edward Nassar Group, headquarters in Switzerland, constructing television-assembly plant in Accra industrial area to produce 10,000 sets a year. Components to be imported, cabinets produced from local materials.

INDIA—Project report approved for Czech-aided boiler plant at Tiruchirapalli, Madras State, to produce (starting 1966) 12 high-pressure boilers annually for thermal power plants. Estimated cost $37.8 million with 40-45% in foreign exchange.

Tata Engineering and Locomotive Co. floating new $10.5 million issue to raise capital to $31.5 million under terms of $13.7 million Agency for International Development (AID) loan. Funds to finance increase in diesel-truck production from 12,000 to 18,000 a year and increase domestic components from 78 to 86%.

Detroit Edison Co. and AID assisting newly inaugurated Power and Energy Committee to develop power surveys like those in United States by Edison Electric Institute. Surveys designed to assess supply and demand and also problem of obtaining more generating equipment.

$2.1 million in Soviet equipment for Soviet-aided antibiotics and surgical-instruments factories now moving to India, and another $2.1 million to arrive by March.

ITALY—Italo-Japanese Committee will meet shortly to discuss liberalization of imports to Italy from Japan. Trade-agreement prospects will probably be examined.

Sea-water distillation plant to be supplied by Aqua Chemical Inc. to Carbonifera Sarda by end of June.

Domowatt S.p.A. of Turin, producer of refrigerators and washing machines, bought by Studebaker Corporation.

Gasoline consumption increased during January-November by 21.8% over 1961.

NIGERIA—Longshoremen's strike began February 2, tying up all major ports.

Recent Hungarian delegation headed by Deputy Prime Minister Gyula Kallai initialed agreements on trade, technical cooperation, and scientific cooperation. Further talks to be held later.

Arab Bank, Ltd., with head offices in Amman, Jordan, opens branches in Lagos and Kano, bringing number of banks in Nigeria to 18. Ten are foreign and 8 are Nigerian.

New $100,000 plant, Nigerian Concrete Industries Ltd. (joint venture with German firm), producing concrete blocks and other concrete construction products.

PAKISTAN—Industrial Development Bank (IDBP) approves loans for establishing two factories near Karachi to manufacture soda ash and tires. Machinery for soda-ash plant to be imported from Germany under German credit extended to IDBP. Factory to produce 120 tons of soda ash and 15 tons of sodium bicarbonate per day. Tire factory is joint venture between General Tire and Rubber Co. of Akron and National Tire Co. of Karachi. First plant of its kind in country, it will produce 150,000 car and truck tires annually.

SOUTH AFRICA—Frame Textile Group to construct two textile mills costing about $14 million at New Germany, Natal, for all types of cotton and rayon yarn.

THAILAND—Germany to lend Thailand equivalent of $11 million to partially finance Nam Pong Dam in northeast.

International Bank for Reconstruction and Development grants loans totaling $9 million for two irrigation projects in Central and Southwest Thailand.

Cabinet approves French-German construction firm for building $10 million airport east of Bangkok, to open by 1958.

TOGO—Three-man economic mission departs for Bonn, Paris, and other European capitals. Objective is to assure foreign officials that recent events in Togo will not affect past investments in country.

VIET-NAM—Government announces 30% cut in customs duties on certain spare parts imported for assembly. Reduction is retroactive to Mar. 1, 1962, and applies to parts used in sewing machines, radios, trucks, motorbicycles, motor-scooters, clocks and watches.

WEST GERMANY—Stocking and textile firm of Chadbourn Gotham Inc. of Charlotte, North Carolina, registers new firm in north with 5.0 million DM ($1.25 million) capital. Company set up to take over manufacturing plant at Reinfeld, recently acquired from bankrupt German stocking manufacturing combine of Opal, Margaritoff & Schaffer.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Daniel L. Goldy
Deputy Assistant Secretary and Administrator, Business and Defense Services Administration

Eugene M. Braderman
Director, Bureau of International Commerce

Frederic S. Otis
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Address changes should be sent to the Superintendent of Documents.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestion, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Non-copyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

Japanese consumer demand for U.S. products is reported on by U.S. embassy officials in a series of articles published in this issue in connection with the April 2nd opening of the new U.S. Trade Center in Tokyo. The cover photo shows an imported foods counter in a Tokyo department store.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

February 18, 1963 — Volume 69, Number 7

Special Reports

Trade opportunities in Japan
Pages 2-12

Trade fair opens in Mexico
Page 13

FEATURES

15 **AID's new use of Government surplus creates new markets**
16 **Michigan automaker, first Wisconsin firm win 'E' awards**

TRADE FAIRS AND CENTERS

14 Hannover industry show to draw 5,500 exhibitors; 'solo' fair set in Brazil

WORLDWIDE BUSINESS OUTLOOK

17 Mexico makes modest gains, praises Alliance program
19 War strains Viet-Nam economy
20 U.S. firms help revamp Saigon's water system

U.S. GOVERNMENT ACTIONS

21 Chile loaned $60 million; AID has $176 million ready for loans

FOREIGN GOVERNMENT ACTIONS

22 Japan eases import licensing for 8 new items; foreign contract awards
23 Taiwan shakes up income tax law

INVESTMENT OPPORTUNITIES

24 Ecuador paves way for investor interest in 11 industries
25 16 Swedish firms offer or seek licensing arrangements
27 Manufacturing projects interest 19 overseas firms

WORLD TRADE OPPORTUNITIES

28 Projects opened in several countries
29 Leads for exporters; additional projects announced
35 International representation
37 Leads for importers
38 New trade lists; visiting buyers and officials; additional project
39 Construction projects; more bids invited abroad

New Books and Reports, page 40

FOURTH U.S. TRADE CENTER

Tokyo showcase for U.S. goods

The U.S. on April 2 is opening a brand new Trade Center in Tokyo, in a further direct Government effort to stimulate American export sales. The new Center will assist U.S. manufacturers in entering the Japanese market and help those already exporting to Japan to expand their sales.

In heart of business area

The new U.S. Trade Center will occupy the first three floors of the Tameike Tokyu Building, selected because of its convenience to the Japanese business community in a location near the U.S. Embassy. The first and second floors have been remodeled to provide 7,500 square feet of display area, plus a commercial library, a businessmen's lounge, and a Trade Center manager's office. The third floor provides office space for the U.S. Commercial Attaché and his staff, an Assistant Agricultural Attaché and staff, and the Trade Center staff. The Commercial Attaché's office was opened on January 17, the library in mid-December.

The U.S. Trade Center in Tokyo, the second to be operated by the Commerce Department in cooperation with the Departments of State and Agriculture, is the fourth in a growing network of permanent display facilities established by the Government in strategic market locations throughout the free world to help expand U.S. exports. The Center enables the Department of Commerce to offer manufacturers, on an industry-wide basis, an inexpensive means whereby they may display their products abroad, obtain permanent representation, make sales, and test the market reaction to their products.

Three other U.S. Trade Centers—one opened in London on June 27, 1961, the second in Bangkok on May 8, 1962, and the third in Frankfurt on November 14, 1962—have been effective in introducing foreign buyers to a wide range of U.S. export products. The excellent results obtained in these three Centers, in terms of immediate sales and, more importantly, in potential long-range export increases, indicate that these merchandising events are beneficial to those who take advantage of them and that they stimulate avenues of trade.

Sales promotion stressed

Although agency representation is emphasized at the Centers, sales promotion will be an important activity. Manufacturers' representatives, buyers, wholesalers, and retailers throughout Japan—through intensive advance work by the U.S. Embassy's commercial staff in Tokyo—will be invited to attend. In addition, a publicity campaign promotes the Center as buyers' headquarters for American products.

The program has facilitated entry of medium and small business into export, but more firms must start and the Commerce Department wants to help them.

Other services

A staff of experienced trade promotion officers will assist U.S. exhibitors and visiting buyers in concluding sales and agency agreements, when the Center opens its doors this spring. Fifty-eight manufacturers are expected to display a wide range of industrial instruments and laboratory apparatus in the initial exhibit.

DEPOSITED BY THE
UNITED STATES OF AMERICA

The Departments of Commerce and State have collected a large up-to-date commercial library which contains books and reference material such as trade directories, trade journals, and manufacturers' catalogs. The library, conveniently located for use by visitors and Trade Center officials, will emphasize the many products and services available from U.S. manufacturers. The Center will also have a small movie theatre for screening of industrial films.

In line with the program's strictly-for-business approach, a series of product promotions, each confined to a selected product theme having a good market potential, will be presented. Commercial officers of the U.S. Foreign Service will handle promotional activities. Each promotion will be supported by an intensive, carefully planned advertising program designed to guarantee attendance of the principal Japanese buyers, agents, and distributors. Promotional activities are not only carried out at the Trade Center but also at the other American Foreign Service establishments in the principal cities of Japan and other Far Eastern countries.

Trade Centers help small business to low cost sales

Provide low-cost medium for testing overseas interest and obtaining representation

A popular misconception today is that only the giants of U.S. industry take part in our foreign trade. The files of the Commerce Department contain numerous examples of small and medium-size companies that have taken the plunge into international trade and are now earning 10% to 35% of their sales dollars from overseas business.

The expanding demand for American products overseas and the rising standard of living and plans for economic development in many nations have given businessmen the best opportunity in years to trade profitably abroad. The U.S. is still the world's champion trading nation —the largest importer and the largest exporter—but far too many manufacturers are neglecting the tremendous opportunities in overseas trade. For this reason, the Department of Commerce,

Trade Centers Program

Definition of a U.S. Trade Center: A permanent display facility established in an important foreign commercial city for exhibition and promotion of U.S. products for export.

Locations of Trade Centers: The first, in London, opened in June 1961. The second, in Bangkok, opened in May 1962, to serve the markets of Southeast Asia. The third, in Frankfurt, opened November 14, 1962, to serve the Federal Republic of Germany and the other Common Market countries. A fourth center will be opened in Tokyo April 2.

Benefit to potential exporter: A convenient and inexpensive means of testing a foreign market and locating an agent for his products.

Benefit to established exporter: An inexpensive means of enlarging promotion and sales of his products—introducing them to a wider range of potential buyers.

Services to exhibitors: Facilities and assistance for display or sales of goods at no charge to exhibitors; carefully tailored publicity program; assistance in obtaining permanent sales representation in foreign markets; arrangements through Commerce Department Field Offices for advice and assistance on export sales procedures, marketing and credit information, documentation.

Method of operation: By a series of promotions, each featuring a single product theme. A promotion is an exhibit of goods at the Trade Center, backed by a publicity campaign.

Publicity: The Commercial Attache's office of the U.S. Embassy indentifies as many wholesale, retail, and agency outlets as possible—usually running into hundreds—and sends them special invitations to visit the Center. A publicity campaign utilizing trade paper advertising and newspaper publicity is conducted by a professional public relations counsel. Promotions are also publicized by Foreign Service posts in major commercial cities.

Representation by exhibiting firm: Individual exhibits must be manned either by a representative sent from the United States, by the exhibitor's local agent, or by a temporary attendant who may be obtained through the Trade Center management. Fees for such temporary attendants must be paid by the exhibiting firm.

If manufacturer cannot send a representative: He should ask for assistance in selecting a foreign agent, a service regularly offered through the Trade Contact Survey. The Survey is a specialized service designed to locate in a particular country several firms that meet an American businessman's specific requirements and that are interested in a representation arrangement.

The American firm receives a summary report of the information developed, including pertinent marketing data, names and addresses of one or more prospects qualified to act as its representative, and World Trade Directory reports giving complete background information on the prospects. Survey is free to participants; $50 for nonparticipants.

Rules for participants: Products must conform to the product theme. Ground rules are set forth in an information brochure provided to each prospective participant.

Action by individual manufacturers: If a member of a trade group, call the Trade Centers program to the attention of appropriate group officials with a request that the possibility of a promotion be investigated. Otherwise, write direct to the Trade Centers Division (address below) or the nearest Commerce Department Field Office.

Action by trade groups: Ascertain reaction of a small number of leading firms as an index to group interest. Communicate with the Trade Centers Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C. Representatives of the Division will be pleased to meet with interested groups.

Participation by small firms: The Department of Commerce is prepared to offer every possible assistance to facilitate entry of small firms into the export market. Small businessmen are urged to discuss opportunities for increased sales and profits through export with trade specialists of the Commerce Department Field Offices.

through its Trade Centers, is providing small business firms with special and sustained assistance in profitably entering promising export markets.

For small firms

Small firms that believe their size bars them from entering the export market are encouraged to sell their products abroad through participation in Trade Center shows. A small toy manufacturer commented: "Without the Trade Center program it would be almost impossible for a firm as small as we to get into the export business . . . The Trade Center staff gave us the help needed and suddenly we were in the export business and it turned out not to be nearly the monster we feared it to be."

Inexpensive medium

The program affords an excellent, low-cost means for small business to test a foreign market and to obtain long-term representation of its products in that market. Exhibitors are provided with display space, professionally designed displays, conference rooms, a professionally staffed commercial library, local telephone, and facilities for slides and product films—all at no charge.

To illustrate how well this program has worked, an exhibitor at the Trade Center in London summarized feelings of many of the predominantly smaller firms which have displayed there by describing use of the Center as ". . . the most effective and least expensive way I can think of for small manufacturers to get into the lucrative export market."

Exhibitors are expected to pay only the costs of packing, shipping, insurance, and delivery of goods to the Center, and to contribute a specified sum, usually $250, to an Exhibitors Joint Fund for promotion.

Each exhibit must be manned by a representative from the U.S., or by the exhibitor's local agent, or by a temporary attendant obtained through the Center.

Research, promotion

The Trade Centers program can help a firm reap profits from overseas sales with little investment and concern over complexities of market research and product promotion.

Display themes are determined on the basis of extensive studies of products that have good sales potential in the Trade Center market. These studies begin months in advance of each promotion. When consultations with American manufacturers demonstrate that sufficient interest exists in a product and the pertinent trade and market information is analyzed and interpreted, the Trade Centers Division of the Department of Commerce, in conjunction with American trade associations, trade journals, and others in the field, makes the final selection of a carefully defined product theme. A vigorous campaign is conducted at home to encourage firms handling such products to participate in the shows.

The trade promotion staff at the Center, the U.S. Embassy in the country of the Trade Center location. Special activities such as receptions, seminars, and demonstrations attract trade and professional visitors.

Thus, the small businessman whose products fall within the categories of products to be displayed receives the benefits of market surveys and assurances that his products will be exposed to a full range of buyers, agents, and distributors with minimum effort and expense.

Market profile—Japan

Population: 95.1 million (as of September 1962). Annual rate of increase, 1%. Population centers: Tokyo, Osaka, Nagoya, Kyoto, Yokohama, Kobe.

Area: 147,000 square miles, less than size of California. Three-fourths of land mountainous or hilly. About 16% is arable and two-thirds forests.

Language: Official language is Japanese. English widely used in business.

Gross national product: $49.2 billion for year ending March 1962. For more than a decade country has maintained average real increase in GNP of over 9%. Per capita national income, about $440.

Exchange rate: Official rate set at 360 yen to US$1.

Trade controls: Although all imports subject to licensing, licenses freely granted for essential foods, raw materials, and needed industrial items. Restrictions maintained on nonessential and luxury type products, but gradually being removed under Government's liberalization program.

Economy: Heavily industrial. Highly dependent on foreign trade. Major industrial production includes textiles, iron and steel, machinery, chemicals, ships, nonferrous metals, cement, pottery. Agriculture second in importance. Fishing significant—tuna, salmon, crab, and sardines.

Financial position: Because of extensive steps initiated in late 1961 which resulted in expansion of exports and reduction in imports, Japan's international payments position greatly improved with exchange reserves recovering to $1.8 billion by end of 1962.

Transportation: Railways, about 18,000 miles. Roads, about 600,000 miles, 17,000 miles of which are paved. Merchant fleet of over 2,000 vessels with gross tonnage in excess of 6 million. Ranks fifth as a maritime nation, first in shipbuilding.

Communications: About 5.5 million telephones, 13.8 million radios, and 9.5 million television receivers in use.

Foreign trade: In millions of U.S. dollars (imports c.i.f., exports f.o.b.):

	1960	1961	1962
Total imports	$4,491	$5,810	$5,634
Total exports	4,055	4,236	4,917
Imports from U.S.	1,545	2,079	1,808
Exports to U.S.	1,083	1,051	1,400

Principal trading partners: U.S., Australia, Canada, Malaya and Singapore, Philippines, West Germany, United Kingdom, Indonesia, India, and Thailand.

Principal imports from U.S.: Raw cotton; ferrous scrap; industrial machinery; coal; soybeans; corn; wheat; petroleum; organic chemicals; raw hides; chemical wood pulp; synthetic rubber; iron ore; iron and steel; phosphate rock; measuring, controlling, and scientific instruments; animal oils, fats, and greases; potassium fertilizer; copper and copper alloys; automobiles and parts.

Principal exports to U.S.: Iron and steel; clothing; radio receivers; toys; plywood; frozen and canned tuna; pottery; cotton fabrics; nails, nuts, bolts; silk fabrics; carpets; woolen fabrics; raw silk; photographic apparatus; pearls; and imitation jewelry.

U.S. direct investment in Japan: End of 1961, $310 million.

U.S.—Japan trade

By EDWIN O. REISCHAUER
U.S. Ambassador to Japan

As practically every American is aware, the U.S. is a major market for Japanese products. The American citizen has but to wander through the aisles of the nearest department store, hardware store, or drug store to have this fact brought forcefully to his attention. The U.S. is in fact the leading market for Japanese goods, and in 1962 about 28% of Japan's exports went to the U.S. Our country has year after year taken larger and larger quantities of Japanese goods, and imports of Japanese merchandise, valued at nearly $1.4 billion in 1962, represent an eightfold increase over imports in 1951.

Japanese sales to the U.S. are made up of an ever-widening range of goods. There was a time when these exports were largely raw silk, textiles, fish, and chinaware. That time has long since passed, and today the types of products which Japan exports to the U.S. are too numerous to list. They are, for the most part, consumer goods and include such varied items as clothing, transistor radios, toys, tuna fish, and photographic equipment. Although there is an increasing trend toward export of products such as steel sheets, inorganic chemicals, and items of industrial importance, it is likely that for a long time to come Japan's exports to the U.S. will be largely consumer goods.

More exports go to Japan

While most Americans are well aware of U.S. imports of large volumes of Japanese merchandise, they are much less aware of the still larger quantities of American goods which Japan normally takes. Japan is, next to Canada, our best foreign market. Exports to Japan have doubled in the last 10 years and in 1961 amounted to $1,731 million. Thus, for every dollar's worth of Japanese merchandise the U.S. has imported in recent years, the U.S. has exported to Japan a dollar's worth and more.

AMBASSADOR REISCHAUER

U.S. exports to Japan can be divided into three general classes: Agricultural products, which in 1961 amounted to some $572 million; nonagricultural raw materials (forest products, minerals, and metals) and semimanufactures of all types totaling $642 million; and manufactured goods with a value of $517 million. The steady increase in exports to Japan has been a matter of great importance to the U.S. and there is every reason to believe that it will continue.

The increase is likely to be relatively larger in manufactured goods and food products than in raw materials. Japanese needs for more and more advanced machinery for her industries, which are not only growing in size but are increasing in sophistication, and the rising standard of living of her people are likely to bring about a relatively greater demand for manufactured goods and food products in the future. Naturally, all of Japan's purchases of American goods are hard currency transactions.

Investment is one field in which ties between the U.S. and Japan are not as close as could be desired. Japanese industry has few investments in the U.S. although there are some notable examples, such as the Alaska Pulp Co., a Japanese-owned operation, which produces large quantities of pulp in Alaska for sale in Japan and the Sekisui Chemical Co. which is going forward with arrangements for establishing a small plastic plant in Pennsylvania. Hopefully, other Japanese investments will be made in the U.S., although high interest rates in Japan discourage investment abroad by Japanese concerns. The World Bank and the U.S. Export-Import Bank both have made substantial loans to Japan. Sales of Japanese securities through American investment bankers have also been initiated and are reaching substantial proportions.

American private direct investment in Japan, however, is still well below the level which the size and vigor of the Japanese economy might lead one to expect. Such investment in Japan, which totaled $310 million at the end of 1961, is restricted largely to manufacturing. The August issue of Commerce Department publication, *Survey of Current Business*, shows that as an area for U.S. investment in manufacturing, Japan has in recent years ranked behind some dozen countries, including Canada, Mexico, Argentina, Brazil, France, Germany, the United Kingdom, and Australia.

American private investment in Japan appears to have been held back substantially by various Japanese regulations which make it difficult for the foreigner to enter into manufacturing there, although over the past decade more than 1,000 technical assistance and licensing agreements—which generally do not involve equity participation—have been concluded with U.S. firms.

There are, of course, many problems in economic and commercial relations between Japan and the U.S. This is inevitable for, as long as there is a large volume of trade between two countries, problems will rise in connection with it. Fortunately, the good will existing between the two countries and patient negotiation have made it possible to make progress toward understanding each other's problems and surmounting difficulties which stand in the way of better commercial and economic relations between Japan and the U.S.

the author

Ambassador Reischauer received his Ph. D. from Harvard University in 1939. On the faculty there from 1938, except for a 4-year period, he became a full professor of Far Eastern languages in 1950 and in 1956 was made director of the Harvard-Yenching Institute. With previous service in the State Department office of Far Eastern Affairs, Dr. Reischauer was appointed Ambassador to Japan in March 1961.

Japanese market favorable for U.S. exports; long-term uptrend seen continuing

Economic growth, rise in living standards, import liberalization contribute to strong prospects for future sales, especially in manufactured goods

By ANDREW B. WARDLAW
Commercial Attache
U.S. Embassy, Tokyo

As Ambassador Reischauer has pointed out in the preceding article, Japan is America's best overseas customer. This was the situation in 1962 and has been the case in most recent years. America's exports to Japan are large — $1.7 billion in 1961 and an estimated $1.4 billion in 1962. The long-term trend is decidedly upward—the decline in 1962 was the result of a temporary business adjustment in Japan. There is every reason to expect this long-term upward trend to continue.

ANDREW B. WARDLAW

The American exporter, however, is much more concerned with prospects for increased sales of his particular product in a given foreign market than he is with the outlook for an increase in total American exports to that market. Businessmen sell specific products, not percentages of total exports. The American businessman will probably attempt to evaluate prospects for sale of his goods in any foreign market by applying two tests: he will look at the volume of goods of his type already being exported to that market; and he will consider developments taking place in that market which might affect the future sales of his product there.

Manufactured goods sell

The exporter will find that about 30% of American sales to Japan are of manufactured goods. The U.S. in 1961 exported to Japan manufactured products with a value of $517 million, largely machinery and chemical products. Thus, these exports were in the form of capital goods or materials for further manufacture, and Japanese industry was their ultimate user.

Exports of machinery amounted to $302 million in 1961, of which $112 million worth represented machine tools and other metal-forming equipment and $65 million worth, industrial machinery and parts. Modernization of Japanese accounting procedures and industrial controls led to sales of office equipment and computers totaling $47 million. Aircraft, parts and accessories, largely new jet planes, reached $23 million and power generating equipment, $10 million. Construction, excavating, and mining equipment accounted for another $10 million. Many other types of machinery were sold to Japan in significant quantities.

The other large group of manufactured products was chemicals and related items, which, with synthetic rubber materials and products, totaled $180 million.

In miscellaneous goods, most of which were consumer products, U.S. exports amounted to only $31 million, the largest single group being photographic projection equipment which totaled $10 million. Sales of American passenger automobiles reached only $8 million in 1961. The remainder of U.S. sales of consumer goods were spread over a wide range of items whose individual sales were not large. Nevertheless, some quantity of most types of foreign manufactures may be found in Japan.

Japan's economy expands

As to future developments affecting sales to Japan, the most important promises to be the general expansion of the Japanese economy. Japan's gross national product has been growing at a rate in excess of 10% annually in recent years, the fastest rate of the major countries of the free world. Japan is the world's fourth largest steel producer, the largest shipbuilder, a leading textile manufacturer, and her electronic industry is of great importance. Virtually every one of her industries has participated in this general growth.

This rapid expansion has caused some problems for Japan, and in 1962 the Government tightened its monetary policies and imposed other deliberate restrictions on economic growth. These actions caused a sharp decline in Japan's purchases from the U.S., but have apparently already initiated a desired readjustment in the economy. The Government is therefore beginning to relax these measures. It is expected that Japan's economic growth will be resumed at an impressive rate and her imports will increase accordingly.

Living standards rise

Not only is the Japanese economy growing, but the standard of living of her people is rising steadily. This standard is now nearer that of a Western European nation than that of Japan's Asiatic neighbors. There are good prospects that these trends will continue over the next decade and perhaps for much longer. This will mean that Japan will need to import larger quantities of all types of merchandise. The country will need larger volumes of raw materials to be processed in her factories. It will need not only greater quantities of machinery, but, as industry becomes more advanced, purchases of machinery will involve more and more of the latest equipment. The steady rise in standard of living means that the Japanese people will require increasing quantities of manufactured consumer goods and foodstuffs.

Import controls eased

Another promising development is Japan's liberalization of import regulations. The Government has since the War maintained an extensive system of licensing controls over imports. For a long time all imports into Japan required specific authorization, but over the last 3 years the Government has progressively relaxed controls on imports until now the

the author

Mr. Wardlaw received an M.S. degree from the Georgetown University school of Foreign Service in 1938, and since has studied at American University and the University of Wisconsin. His overseas assignments have included service at posts in Toronto, Barranquilla, Ciudad Trujillo, Bilbao, Guatemala, and Asuncion. He has been in his present position since February 1959.

restrictive licensing requirement is limited largely to industrial equipment particularly competitive with Japanese manufactures and to many types of consumer goods. The system, even today, is quite restrictive, but relaxation achieved so far has been helpful. The policy of reducing the number of items subject to licensing restrictions is likely to continue. Even though the benefits of liberalization are in some instances offset by increases in Japanese import duties, further relaxation of import controls will add to possibilities for sale of imported goods.

Present and future possibilities of the Japanese market are too great to be ignored, and every U.S. exporter should look at this market carefully to determine the potential for his product there.

the author

Born in California, and graduated from the University of California in 1953, Mr. Boles served with the U.S. Army and in private employment until he became a Foreign Service Officer in 1956. He was assigned to Tokyo in 1958 and has been in Fukuoka since 1960.

Businessmen in Southwest Japan seek contacts with U.S. firms

Although economy lags behind other parts of the country, increased possibilities seen for direct U.S. sales

By WESLEY D. BOLES

Consul,
U.S. Consulate, Fukuoka

Increased interest on the part of small businessmen in the Fukuoka Consular District in establishing trade contacts with U.S. firms has been evident in the past several months.

WESLEY D. BOLES

The principal stimulus probably was the highly successful visit of the 1962 U.S. Machinery Trade Mission to Japan. The Mission visited several cities in this district in October and a number of Japanese businessmen who met with Mission members have been in touch since with the Consulate.

A secondary, but certainly important, stimulus has been the Japanese Government's plans for liberalization of trade. Although not yet fully in effect, the partial implementation of the program has aroused considerable interest and a number of local Japanese businessmen are taking steps now to assure their being able to take full advantage of liberalization when it comes.

The Fukuoka Consular District comprises principally Kyushu, the southernmost island of Japan, but also includes Yamaguchi Prefecture on the southern tip of Honshu. The population of the area totals roughly 15 million. Economic conditions vary widely, ranging from the highly industrialized five-cities complex in northern Fukuoka Prefecture to poor, backward farming areas in Kagoshima and Miyazaki Prefectures.

The original base for industrialization of Northern Kyusku was coal. Utilizing local coal, the Japanese Government established a steelmaking facility which in 60 years has become today's world famous Yawata Iron & Steel Co. With Yawata as the nucleus, a manufacturing complex has developed which includes manufacturers of electric motors, precision parts, railway rolling stock, bridges, tanks, chemical fertilizers, cement, porcelain wares, and a host of subsidiary products.

This complex, sprawled over five cities, may well receive new growth impetus from formation of a new city. On February 6, 1963, Yawata, Kokura, Tobata, Wakamatsu, and Moji were merged into a single city, Kitakyushu, which with a population of more than a million now becomes Japan's seventh largest city. As a result, Fukuoka, 40 miles to the south and with 700,000 citizens, drops to eighth rank, but nevertheless has ambitious plans for increased industrialization and increased trade through expanded port and air facilities.

South of Fukuoka City, but still within the prefecture, are the rubber center of Kurume and the coal and chemical industry town of Omuta. Moon Star rubber shoes and Bridgestone tires are shipped in large quantities from Kurume while Omuta is the site for seven related Mitsui enterprises which have developed around one of Japan's few profitable coal mines, the Miike works.

Still further south, in Nagasaki Prefecture, are the Nagasaki Works of the Mitsubishi Shipbuilding & Engineering Corp., and in Sasebo, the Sasebo Heavy Industries, builders of the world's largest tanker, the SS Nissho Maru. To the north, a rapidly growing industrial zone

TRAVEL TO U.S.: How about a trip to the States, carrying U.S.-brand luggage, this display in the Daimaru department store in Osaka might suggest. The standard of living is improving in Japan.

has developed along the scenic Inland Sea coast of Yamaguchi Prefecture. Running from Iwakuni in the north to Shimonoseki at the Kanmon Straits, the half-mile of water which separates Honshu from Kyushu, an industrial zone has grown up which includes oil refineries, steel fabricating plants and chemical, pulp, cement, and textile manufacturers.

Underlying the expanding industry of the area, however, are several factors peculiar to Kyushu. One of these is the so-called energy revolution in which petroleum is replacing coal as an industrial energy source. The Kyushu coal industry has been hard hit with more than 150,000 miners losing their jobs in the past 5 years in Fukuoka Prefecture alone. This has naturally had a negative effect on local purchasing power and the capital structure of many local firms and has therefore tended to keep Kyushu's economic growth rate below the national average.

A second factor is that most area industry is heavy industry, controlled by large national firms, with relatively few either locally owned or consumer goods industries. A third factor is that import and export trade for Kyushu is not handled by local firms, but by national trading firms in Tokyo or Osaka.

Want direct contacts abroad

The control exercised over the local economy by head offices in Tokyo and Osaka has for a long time disturbed local business people. There is also a strong feeling that the local area economy is not keeping pace with the national average, with the gap between the Kyushu average and the national average widening rather than narrowing. There is a strong local desire to do something about the situation, and a desire on the part of many to establish direct contacts abroad thus bypassing established middlemen.

This desire has also resulted in formation of new trade and economic organizations, many with local government assistance. Probably the most important single such organization is the Kyushu-Yamaguchi Economic Federation, formed in 1961 with headquarters in Fukuoka and with the objective of planning intelligently for economic expansion. One of the essentials for any such expansion is increased foreign trade, not only in products, but in capital and ideas.

In planning for the recent Machinery Mission, visits to smaller enterprises which generally have not had the benefits of direct contact with U.S. firms were emphasized. Several firms expressed definite interest in obtaining high-quality cutting, grinding, or milling machinery to meet specific production needs.

In addition, a variety of local firms are interested in importing such U.S. products as sundries, marine paints, varnishes, and silicon rectifiers, or in manufacturing under license or technical agreement such things as large scale water purification plants, overhead crane track, and industrial valves, and in exporting to the U.S. such diverse products as electric motors or parts, home intercom systems, dental equipment, bottled sea urchin, vermillion jasper, and bamboo products. An architectural firm asked for information on use of aluminum panels in construction as advertised by a large American firm.

The Consulate has found that the firms which request assistance in communicating with U.S. firms are small or medium enterprises. Although small scale, these firms offer opportunities to American enterprises for joint activities either through exchange of technical knowledge or by handling each other's products in their respective markets. Requests of local firms through the Consulate are reported in INTERNATIONAL COMMERCE.

In dealing with local firms, American companies ought to keep in mind that for small enterprises in Japan money is dear, and that credit terms may be as important as price in successfully concluding a sale.

In sum, Kyushu and Yamaguchi Prefecture form an area not well known to Americans despite the "Japan boom," but one which offers opportunities for American business. Economic conditions are somewhat different from those of central Japan and these differences should be taken into account. But for the American businessman willing to put out the effort to become acquainted with the area and to back up this interest with personal service, he is likely to find the rewards worthwhile.

Finding agents

One important objective of the Trade Centers is assistance to exhibitors in finding an agent or distributor for their displayed products. This service, provided free to participating firms, is designed to locate in a particular country several foreign firms which meet the exhibitor's specific requirements and express an interest in the representation offered. The service is conducted on-the-spot by the U.S. Foreign Service. If a firm indicates on its signed Participation Agreement that it does not have an agent or representative in the area served by the Trade Center, this service automatically will be provided.

Consulate assists U.S. firms to sell in Kobe-Osaka area

Exporting to Japan not as hard as some businessmen may think

By RAYMOND W. EISELT
Commercial Officer,
U.S. Consulate General, Kobe-Osaka

Doing business in Japan, at least in the Kobe-Osaka area, may not be as difficult as some American businessmen may have been led to believe. To be sure, a certain amount of paperwork and governmental regulations are involved.

How uncomplicated doing business in Japan sometimes can be is illustrated by the following example:

A Los Angeles businessman who represented several different smaller manufacturers in the Western part of the U.S. recently came to our office seeking help. He wanted to get in touch with Japanese businessmen to whom he could present his products for selling directly, licensing for manufacture, or distributing in Japan.

Through personal contacts, the Consulate General was able to arrange appropriate interviews between the American exporter and Japanese traders. Sales for items as diverse as drinking straws and small gasoline generators developed as a result of these meetings, the Los Angeles exporter later reported. Moreover, he was quite sanguine about future orders.

Doing business in Japan, or any other country for that matter, is not always going to be quite that easy and to suggest that it is would be a dangerous over-simplification. However, several

the author

Born in California, Mr. Eiselt graduated from Stanford University in 1948. After a period with the U.S. Army and in private employment, he was assigned to the State Department in 1950 and served in Manila, Panama, and Reykjavik before going to Tokyo in 1959. The Japanese speaking Mr. Eiselt moved to his present post in 1961.

APPLY CAREFULLY: Saleswoman demonstrates U.S. brand of cosmetics made under license in Japan.

highly significant facts about Japan must again be brought to the attention of the American business community, particularly to those who have not gotten into the export market.

One is that Japan has the world's fastest growing consumer economy. Disposable incomes are at record levels and 95 million Japanese consumers have demands that are about as insatiable as those of their counterparts in the U.S., Western Europe, and other highly developed countries. Many of those demands can be and are supplied by imported goods.

Liberalization a spur

A second important consideration is the continued liberalization of trade, which now has reached 88% (based on 1959 import values). Further, it is hoped that the liberalization will be expanded to nearly 100% by 1965. This offers the opportunity for additional American goods, which already enjoy an excellent reputation here, to flow into Japan's market places.

Another interesting but perhaps less easily definable phenomenon is the Japanese predilection to buy foreign-made goods. More than ever before, the Japanese consumer has the opportunity to satisfy that tendency, and the accent is on quality.

Japan's imports totaled about $5.6 billion in 1962. The U.S. now supplies one-third of that market. Japan is not only an importer of Pennsylvania anthracite, Illinois soybeans, and California cotton, but the country's developing sophisticated consumer economy buys such diverse goods as U.S.-processed frozen chickens, infant's wear, men's shoes, and fountain pens. One company imports thousands of yards of a well-known brand of U.S. cotton cloth—this in Japan, the world's leading textile exporter!

The Consulate General recently talked to a number of American traders in the Osaka area and solicited their views concerning U.S. export opportunities in Japan. To a man, they agreed that there are more markets to be had for U.S. exporters in Japan.

The exporter himself must look into this market; the Consulate General is ready to assist in appraising the Kobe-Osaka area.

Fritz Berliner new manager Tokyo Center

Former Trade Fair manager directed successful Osaka fair; has worldwide experience

An international transportation expert who once won a major-league baseball tryout as a first baseman and pitcher is the Manager of the U.S. Trade Center at Tokyo.

He is Fritz D. Berliner, 46, a former staff member of the Department's Office of International Trade Fairs, who managed the U.S. Trade Fair in Osaka last year.

Born in Minneapolis, Minnesota, he received his early schooling in Berlin, Germany, to which he had returned with his German-born parents. He completed his education after returning to Saint Louis.

After several years with an American aircraft manufacturer, he joined the U.S. Army Air Force in 1942. A navigator-bombardier, he was wounded when his plane crashed in England returning from a sortie over France.

After his discharge from military service in 1948, Mr. Berliner served for three years as an air traffic control officer for the Civil Aeronautics Administration in Washington, D.C.

He returned to Europe in 1952 and served as a transportation advisor to various U.S. government agencies in Spain and Turkey until 1957, when he joined the Office of International Trade Fairs.

FRITZ BERLINER

Since then, he has been associated with U.S. Exhibitions in Moscow, USSR; New Delhi, India; Kabul, Afghanistan; Colombo, Ceylon; Accra, Ghana; and Buenos Aires, Argentina; in addition to the Osaka fair.

Married to a former professional violinist, he calls Artesia, N.M., home.

U.S. to exhibit vending machines at Tokyo fair

Japan's capital city will be the setting for another U.S. exhibit this spring, in addition to the Trade Center opening, when a display of vending machines will be shown at the 5th Tokyo International Trade Fair, April 16-May 6.

The theme of the exhibit is Automatic Merchandising. The Commerce Department Design Division has devised 14 compact but lively exhibit areas in the U.S. pavilion.

Various phases of automatic merchandising will be shown: From contemporary equipment—for dispensing food, pictures, brochures, photographs, and laundry and dry-cleaning services—to ultramodern machines, for example, one which brews a single cup of fresh coffee at the drop of a coin.

One exhibit area will display a Directomat which answers 120 questions.

Central Japan has significant sales opportunities for U.S. machine tools

Machinery Mission finds considerable interest in American products in Nagoya area, where heavy industry is fast becoming predominant

By ROGER N. BENSON

Economic Officer,
U.S. Consulate, Nagoya

Sales opportunities are waiting for American machinery and machine tool producers interested in doing business with major industrial firms in Central Japan. This is the conclusion of businessmen members of the U.S. Machinery Trade Mission to Japan, who spent 3 days in the Nagoya area last October pinpointing specific opportunities for the sale of American metalworking machinery and machine tools. The group's extensive tour of the country covered a period of one month (INTERNATIONAL COMMERCE, Jan. 7, 1963, pp. 4-6).

Headed by Roy L. Morgan, now Director of the Commerce Department's Office of Field Services and formerly a private businessman in Tokyo, the Mission was the first U.S.-sponsored trade mission composed of representatives of one specialized industry to visit Japan. The five businessmen members were first-line representatives of the American metalworking industry; the majority were already known in Japan.

Embassy and Consular officers had met in March with a planning officer from the Department of Commerce. After full discussion, guidelines, based on experience, were laid down: The skills of the businessmen members were to be utilized to the fullest through individual, rather than team, visits to the major metalworking factories. The effect of this step was to multiply the Mission's impact five-fold.

By the time the Mission arrived in Nagoya, all plants on the group's schedule had been visited by a Consulate Officer to verify their appropriateness; and biographic data on the Mission members had been translated and distributed to local businessmen. Summaries of the 280 Business Proposals brought by the Mission from American firms were distributed to over 800 local businessmen.

The Mission visited 21 plants, met about 50 local businessmen, and discussed 71 specific Business Proposals from individual American firms with 25 local manufacturers and traders during its 3-day visit to Nagoya.

With a population of 1.7 million, Nagoya is Japan's third largest city and its environs contain the third largest but fastest growing industrial complex in the country—one in which heavy industry is rapidly becoming predominant. Metalworking plants visited by Mission members have total annual sales of over $700 million. Practically all of them have bought American machinery in the past and continue to have a need for some imported equipment, despite development of domestically produced basic machine tools.

Local firms revealed both general and specific needs for future machinery imports. Plant expansion and renewal plans offer opportunities for the future sale of steel making equipment—oxygen furnaces, blast furnaces, sintering and blooming mills, galvanizing mills, strip rolling mills—and for jig boring, gear cutting, internal- and surface-grinding machines.

Among machines some of the firms want to buy now or in the near future are a small thread grinder, a medium size gear grinder, advanced spot welding equipment, honing machine, gear grinder, multiple punch press, multi-spindle automatic screw machine, spring end grinder, polishing and buffing machine, an automatic contact welder, and a cylinder lapping machine.

As might be expected, the Mission found that the greatest obstacle to expanded sales of importable American machinery in Central Japan is its high initial price. Leading local businessmen, citing 1- and 2-year deferred payment and 10-year credit terms offered by European machine builders, suggested that easier granting of credit by American machine makers and exporters would increase purchases of American equipment in Central Japan.

Not only Central Japan but all of industralized Japan offers a significant market to American machinery makers. The Mission found that those American machine builders who have maintained the closest personal contact with their Japanese customers in the past have enjoyed the greatest sales success. The market is worthwhile but it is a hard and competitive one, whose fruits can be picked only by those who are willing to climb the tree.

FOR DINNER: Frozen chicken and other foods are growing in popularity in heavily populated Japan.

the author

A foreign service officer since 1952, Mr. Benson went to Tokyo 6 years ago after an assignment in Toronto. He has been in Nagoya since 1959. Born in New York, Mr. Benson received his Master's degree from Columbia University in 1952. He speaks Japanese.

TARGET OVERSUBSCRIBED

First exhibit to feature industrial instruments, laboratory apparatus

Fifty-eight U.S. manufacturers to show broad range of equipment; Japanese imports of these products on increase, marked rise seen in coming years; U.S. share 70% in first half '62

Industrial instruments and laboratory apparatus will be exhibited April 2-26 as the first product promotion of the new U.S. Trade Center in Tokyo. Fifty-eight firms will participate.

The response from individual U.S. companies has been much more enthusiastic than anticipated, and the target for participants was oversubscribed by about 65%. An effort will be made to schedule a similar product theme within a year.

Like all other Trade Center exhibits, the opening show has been planned with the cooperation of industry associations. The Electronic Industry Association, the Scientific Apparatus Makers Association, and the Western Electronic Manufacturers Association have given enthusiastic and active support and assistance. Leading U.S. firms, too, have expressed strong interest in the Japanese market for electric, electronic, and physical measuring and testing instruments, and in the Trade Center show which will promote sale of such equipment.

Selection of this product theme was based on the results of market data surveys and interviews with relevant Japanese Government agencies, trading firms, and importers. The market study indicates that Japanese laboratories and research institutions are largely dependent on U.S. manufacturers for their high precision electronic laboratory and testing requirements.

Market expanding

The market is expanding in Japan for imported industrial instruments and laboratory apparatus, especially for electronic testing, analysis, and control equipment. Imports of this equipment have increased 116.1% in the past 5 years —from $10,109,338 in 1957 to $21,848,408 in 1961, according to the study. Over 60% of the equipment imported in this period came from the U.S. Figures available on imports for the first half of 1962 show that the U.S. share has topped 70% and that a marked increase in total laboratory and test equipment imports may be expected in coming years.

Companies participating in the industrial instruments and laboratory apparatus show are:

Ad. Auriema, Inc., New York 4, N.Y.
Alden International, S.A., Brockton, Mass.
American Instrument Co., Inc., Silver Spring, Md.
Baird-Atomic, Inc., Cambridge 38, Mass.
Bausch & Lomb, Inc., Rochester 2, N.Y.
Buehler, Ltd., Evanston, Ill.
Cincinnati Sub-Zero Products, Cincinnati 29, Ohio
Coleman Instruments, Inc., Maywood, Ill.
Corning Glass International, S.A., New York 22, N.Y.
Davidson & Hemmendinger, Easton, Pa.
Electro Instruments, Inc., San Diego 12, Calif.
Electro Scientific Industries, Inc., Portland 19, Oreg.
Electronic Measurements Co., Inc., Eatontown, N.J.
Empire Devices, Inc., New York 16, N.Y.
Fisher Scientific Co., Pittsburgh 19, Pa.
Frazer & Hansen, Ltd., San Francisco, Calif., representing *Calibration Standards Corp. —Vidar Corp.—Burr-Brown Research Corp. — Redcor Corp. — Computer-Measurements Co.—Rutherford Electronics Co. —Microwave Electronics Corp.*
General Radio Co., West Concord, Mass.
Gertsch Products, Inc., Los Angeles 16, Calif.
Hewlett-Packard Co., Palo Alto, Calif.
Instron Engineering Corp., Canton, Mass.
John Fluke Manufacturing Co., Inc., Seattle 33, Wash.
Kollmorgen Corp., Northhampton, Mass.
Leeds & Northrup Co., Philadelphia 44, Pa.
Lindberg Engineering Co., Chicago 12, Ill.
Lourdes Instrument Corp., Brooklyn 8, N.Y.
M. B. Electronics, Division of Textron Electronics, Inc., New Haven 8, Conn.
M. Ten Bosch, Inc., Pleasantville, N.Y.
Macalaster Scientific Corp., Cambridge 39, Mass.
Minneapolis-Honeywell Regulator Co., Minneapolis 8, Minn.
Packard Instrument Co., Inc., La Grange, Ill.
Perkin-Elmer Corp., Norwalk, Conn.
P.R.D. Electronics, Inc., Brooklyn 1, N.Y.
Radio Frequency Laboratories, Inc., Boonton, N.J.
Republic Flow Meters Co., Chicago 47, Ill.
Rocke World Trade Corp., New York 17, representing *Montronics, Inc.—Pic Design Corp.—Genisco, Inc.—Allegany Instrument Co.—Industrial Instruments, Inc.*
Singer Metrics, Division of Singer Mfg. Co., Bridgeport 8, Conn.
Soiltest Inc., Chicago 39, Ill.
Sperry Microwave Electronics Co., Division of Sperry Rand Corp., Clearwater, Fla.
Tektronix, Inc., Beaverton, Oreg.
Terminal Radio International, Ltd., New York 23, representing *Bay State Electronics — Lumatron Electronics, Inc.—Alderson Research Laboratories—Reuter Stokes Electronic Components, Inc.*
Testing Machines, Inc., Mineola, L.I., N.Y.
Vacuum-Electronics Corp., Plainview, Long Island, N.Y.

Automotive service equipment to be displayed in July

Many U.S. firms have already expressed interest in exhibiting

Japanese garagemen prefer U.S. testing equipment, survey shows

American automotive service and maintenance equipment will be exhibited and demonstrated July 9—26 at the new U.S. Trade Center opening in Tokyo this spring. Cleaners, waxes, polishes, and paints will be included.

A number of U.S. companies already have expressed strong interest in exhibiting in this show. Marketing data and other information may be obtained from the Exhibitions Participation Division, Department of Commerce, Washington 25, D.C., or any of the Department's Field Offices. As exhibit space is limited, prompt action by prospective participants is recommended.

A survey made at the request of the Department of Commerce reveals a growing market for American-made wheel alignment machines, torque wrenches, garage jacks, air lifts, crank shaft grinders, valve sheet grinders, timing lights, spot-welding guns, spark plug cleaners, valve refacers, and other machine tools.

Japan has the fastest growing rate of auto registrations in the world, according to the survey. For 1957 there were 1,340,473 registrations and in 1961, 2,873,425, an increase of 114%. Of these, 158,639 were imported and 90% of such imports were American-made.

Japanese garagemen are particularly eager to obtain U.S. testing equipment—which they regard as the best in the world, the survey states—and despite its higher price, efficiency and cost savings factors make it more desirable.

There are now 22,338 licensed automotive maintenance shops in Japan and one of the reasons for an increasing market for testing equipment is that the Japanese Government is gradually assigning motor vehicle inspection work to privately owned maintenance shops. Also, there has been considerable liberalization of automotive service and maintenance equipment imports. With eventual liberalization of imports of American cars, U.S. manufacturers will require that authorized service shops utilize specified American-made equipment.

SHIRT CUSTOMER: With the world's fastest growing consumer economy, Japan satisfies many of its diverse demands with imported merchandise; U.S. manufacturers share in this expanding market.

Office equipment makers to exhibit at Bangkok Center

Southeast Asia market growing rapidly; U.S. share only 20%

U.S. business firms, with the aid of the Department of Commerce, will seek a bigger share of the rapidly growing Southeast Asian market for office equipment and supplies at an exhibition at the Trade Center in Bangkok June 18—July 19.

The Southeast Asian market for office machines alone jumped to sales of more than $8 million last year as compared to under $5 million in 1959. A trade survey in the area, which includes Thailand, Laos, Cambodia, Burma, Vietnam, Singapore, and Malaya shows, however, that U.S. manufacturers are getting only about 20% of the business, even though a few American firms pioneered the market many years ago.

Products recommended by the survey for the show are primarily items which play an essential part in both small and large commercial operations in the area and also have wide application in the fields of Government and education. They include typewriters, calculating machines, cash registers, tabulating and index carding machines, duplicating machines, pencil sharpeners, office intercommunication equipment, steel office furniture, and even bank note counting machines. There is also a market for general office supplies in Southeast Asia.

Efforts of a few American manufacturers of electric typewriters, accounting machines, and cash registers in the past 3 years, the survey indicates, have helped keep the U.S. total percentage of sales in the area from shrinking. The electric typewriter manufacturers doubled their share of the business; American calculating machine makers showed an almost 300% increase in sales.

Manufacturers of other office equipment, including steno and dictating machines, should find themselves in just as good a position to build business as the calculating machine firms, the survey states.

Manufacturers interested in showing their products at the Bangkok show, and getting distributors in the area, should write the Exhibitions Participation Division, Department of Commerce, Washington 25, D.C., or the nearest Commerce Department Field Office.

Pleasure boats to be exhibited at Frankfurt

American manufacturers of pleasure boats and marine accessories are invited to participate in an exhibition between April 22 and May 10 at the U.S. Department of Commerce Trade Center in Frankfurt, West Germany.

The exhibit is planned to help manufacturers of the U.S. pleasure boat industry enter this highly prosperous market. It will be open to manufacturers of pleasure boating and related equipment, including inboard and outboard motors, trailers, instruments, marine electronic equipment, lighting, hardware, water sports equipment and other major and minor accessories, as well as boats.

It offers American manufacturers the opportunity to make direct sales and find agents and distributors in European cities. An extensive campaign of advertising of the show is scheduled to bring in buyers and wholesalers from the Common Market and other countries.

Firms interested in entering may contact the Exhibitions Participation Division, Department of Commerce, Washington 25, D.C.

San Francisco firm to study Cyprus water system for AID

The Bechtel Corporation of San Francisco will conduct an engineering feasibility survey leading to specific recommendations concerning expansion of present water systems in the Famagusta area of Cyprus.

Bechtel will perform the study under a $94,570 contract awarded by AID, which administers the U.S. technical assistance program in developing lands.

The report will include an appraisal of the feasibility of combining power generating facilities in conjunction with establishment of a sea water conversion plant.

30,000 visit U.S. fair in Mexico City opening day; 29 major exhibits shown

Secretary of Commerce opens Department's first trade fair in Mexico; pre-opening day sales reported over $225,000; 'Allies in Progress' is fair theme; closes Feb. 28th

More than 30,000 Mexicans viewed the first U.S. National Exhibition to be held in Mexico, following the official opening by Secretary of Commerce Luther H. Hodges Feb. 8. The U.S. trade fair, which will run to March 1st in Mexico City, includes $650 thousand worth of U.S. industrial goods of interest to Mexican businessmen.

Mexico's President Adolfo Lopez Mateos, who attended a special showing the day before the official opening, expressed warm enthusiasm over the exhibition.

Opening day ceremonies revealed modern industrial goods displayed by 116 U.S. firms, and was attended by Mexican and U.S. government and business leaders, including Raul Salinas Lozano, Mexico's Secretary of Commerce and Industry and U.S. Ambassador Thomas C. Mann.

Pre-opening sales

The colorful exhibition which covers some 100,000 square feet at Campo Marte in Chapultepec Park, stirred the interest and enthusiasm of the businessmen weeks before opening day. Even before the exhibition was officially opened, Mexican businessmen had given American distributors sales orders amounting to more than $225,000. It is expected to be one of the most successful Mexican trade exhibitions, both from the standpoint of sales and general acceptance by the public, according to local observers.

In a brief speech at the opening day ceremonies Secretary Hodges expressed the hope that the exhibition, the theme of which is "Allies in Progress," would illustrate some of the industrial technique and scientific accomplishments achieved by a free society and would also provide an indication of the social and cultural developments in the U.S.

The Secretary pointed out that Mexico is the biggest Latin American purchaser of U.S. goods and that the United States in turn is the best market for Mexican goods.

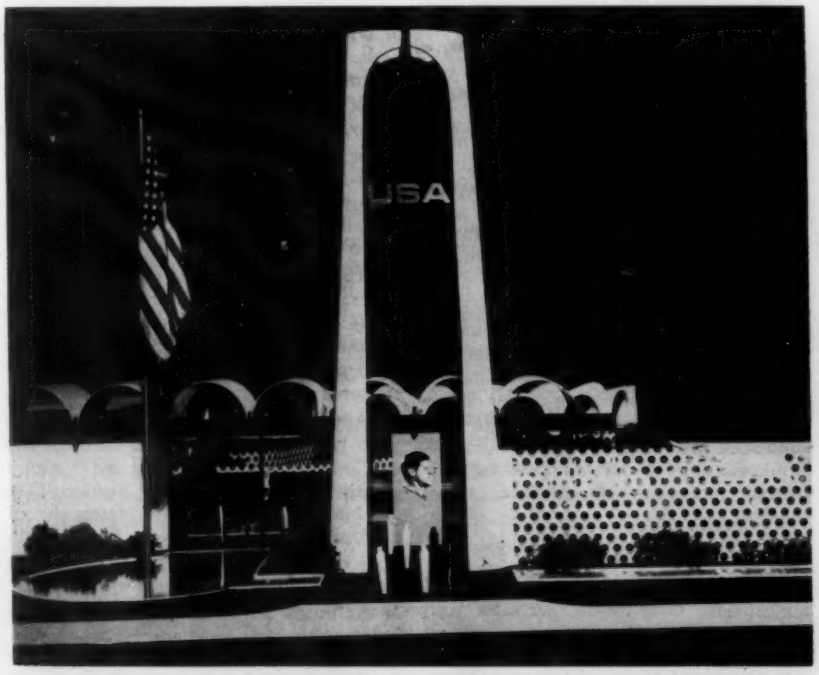
The exhibition made up of 29 major exhibit areas includes medical supplies and equipment, food process machinery, textile equipment, business machines, machine tools and automotive equipment. Also shown at the exhibition are such American products as color television, farm machinery and earth moving equipment, pleasure boats and other sporting equipment.

Among the firms which made early sales were Singer Supreme, which is displaying industrial knitting machines. Early indication is that Singer will sell over $100,000 worth of goods in Mexico as a result of its participation in the exhibition, the local manager reported.

Other firms listing early sales were Ampex International Corporation, which is displaying various types of recording equipment; and Oliver International and Petticone Mullikin Corporation, both of which are showing a variety of modern tractors and farm equipment.

"Since 1950 the total trade between the United States and Mexico has increased by more than three-fifths," Secretary Hodges said.

"With your increasing industrialization —with both our governments pledged to programs to quicken economic growth— there is every reason to expect even greater trade between us in the years ahead," he told the opening day audience.



GATEWAY TO THE FAIR: Pictured above is a model of the entrance to the U.S. national exhibition being held in Mexico City. The colorful event, which opened Feb. 8, is designed to point up some of the industrial technique and scientific accomplishments of a free society. The fair will close Feb. 28.

5,500 firms plan to exhibit at Hannover industry show

1 out of 5 exhibitors to be non-German; event designed solely for business; U.S. plans Trade Information Center

The German Industries Fair at Hannover will be held April 28-May 7. An estimated 5,500 manufacturers will exhibit; 1 out of 5 will be from a non-German firm.

Theme of this year's event will be industrial goods of all kinds. Foodstuffs will not be included.

Some of the firms planning to exhibit at this fair own their own exhibition buildings. In addition there are 20 major exhibit buildings at the fairgrounds, not to mention more than 2 million square feet open display area. The hall that houses lighting fixtures alone has an exhibit area almost half the size of the New York Coliseum.

Business visitors to Hannover may notice several other outstanding features of this fair.

❶ They likely will be impressed by the type of person who mans the exhibits. Since the Hannover Fair is used to transact major business negotiations, the man staffing the exhibit is typically a principal officer of the corporation—either the president, vice president for sales, or director of marketing.

❷ There is also a big difference in the type of visitor; those without a legitimate business reason for being there will not be admitted to the fairgrounds. Last year it was estimated that more than 1 million businessmen came to Hannover to do business.

❸ The Hannover Fair, like many European trade fairs, generally is not used for institutional advertising. Businessmen attend this fair to do business, establish distributorships, licensing and cross-licensing agreements, and exchange technological information. Many European firms are able to develop 40% to 60% of their annual sales during the course of the Fair.

No room for hoopla

The Fair does not have a carnival atmosphere. Over-the-counter sales, with all the paraphernalia and hoopla found in some fairs, are strictly forbidden.

Exhibitors at Hannover are not limited to West European manufacturers, and more and more U.S. firms are becoming aware of the commercial significance of this show; last year almost 150 U.S. firms were at the Fair and almost all were satisfied with the results of their exhibits.

> Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

What they say

T. S. Ullman, manager of Eimco's International Division, says, "Our participation in the 1962 Industrial Fair in Hannover has been found most beneficial to our organization."

G. A. Hinckley, director of marketing at Yale & Towne, says of Hannover, "We have found that it is the best showcase for the products of our company in Europe."

J. Veeger, Ditto's foreign sales manager, says, "We consider the Hannover Fair the most important annual fair in Europe because of its international ramifications. We have exhibited at this Fair for the last 5 years and we have always been entirely satisfied with the results."

This spring the U.S. Government will operate a Trade Information Center (TIC) at the fair to publicize the U.S. as a source of supply for the foreign buyer and to obtain export sales leads for interested American firms.

Any American firm that wants its products promoted at Hannover through the TIC should send an original and 3 copies directly to the Commercial Section, U.S. Embassy, Bonn, Germany. Letters should define the export interests of the firm and should be accompanied by 25 pieces of commercial literature.

As much as possible c.i.f. price quotations should be used and literature provided in French and German, as well as in English. Packages of literature should be marked internally "For Use at Hannover Fair TIC."

U.S. 'solo' show set next summer in Rio de Janeiro

No other nations to participate; 'Allies in Progress' to be theme

The first official U.S. exhibition ever held in Brazil will take place in Rio de Janeiro July 19-Aug. 18.

Theme of the exhibition—a "solo" event with no other nations participating—is "Allies in Progress."

The Government of Brazil has donated a 65,000-square-foot area, the site of a former amusement park, in the heart of Rio de Janeiro for use of the U.S. exhibition.

Inquiries sought

Inquiries are invited from firms able to furnish equipment for the following exhibit categories:

Textiles (weaving, sewing, knitting, tuftings machines); poultry (breeding, henhouse, egg-handling equipment); traffic control equipment (air, rail, auto, road and street lighting); classroom equipment (electronic teaching, audio-visual, educational TV); printing (linotypes and other printing equipment); medical (medical, dental, pharmaceutical, pill making and packaging);

Sports equipment (camping, golf, baseball); laundromats (washers, dryers, dry cleaners); office equipment (duplicators, laminators, plastic binding); fashion show; cosmetics; materials handling; road building (scrapers, tractors, front-end loaders); eletronics (business machines, high-fidelity and closed-circuit TV equipment); vending machines (grape juice); food processing and packaging equipment;

Also dataphones, boating equipment (small sailboats and outboard motors); agricultural equipment (tractors, baleros, silage makers, cornpickers); mining equipment; low-cost housing; plastics (blow molding); tape recorders, transistor radios, portable TV, organs, and microfusion recordmaking equipment.

Brochures, photos, and other product literature should be sent, with letters of inquiry, to Exhibits Participation Division, Office of International Trade Promotion, Department of Commerce, Washington 25, D.C.

AID's new use of Government surplus creates new markets

Will introduce high-quality U.S. goods into developing nations at 15% of value; builds market for U.S. spares, replacements

Foreign aid officials hope to stretch their funds by a quarter of a billion dollars annually through a new system of pumping excess Government property into development programs in 80 countries.

The Agency for International Development launched the plan by issuing its first catalogue of stockpiled equipment—worth about $9 million—ready for purchase by its missions at 15% of its value plus ocean transportation.

AID officials say the plan could help increase employment (non-AID hire), expand domestic and foreign markets for U.S. goods and services, and hopefully help to counter-balance the present deficit in net foreign investment.

Large U.S. savings in overseas operations are expected. "Foreign aid missions sometimes have had to cancel or limit projects because they could not afford to buy new equipment or risk the chance of used equipment arriving on time and in operable condition," says Herbert J. Waters, Administrator of the AID Office of Material Resources.

He reports that by alleviating financial and processing worries, the new system will provide for earlier activation and expansion of projects—and the use of more American equipment, which will arrive in the respective countries with brand-names prominently displayed. Larger items will also have metal plates attached which bear the name, date and serial number of the original manufacturer.

"As AID programs are focused on countries that are technologically underdeveloped, U.S. equipment is being introduced through AID, at no cost to American industry, to relatively untapped markets where there is presently little or no competition.

"From past experience," says Waters, "we find that there is a preference for American products. Coupled with the training of people with U.S. equipment through AID programs, the preference for future use will create a foreign market for spare parts and replacement items direct from U.S. manufacturers.

"As these AID-assisted countries become more self-reliant, the markets for new American products increase, and a reflection should be seen in the balance of payments.

"AID is doing much to promote just this chain of events—mainly by fostering a favorable acceptance of American goods by providing only those goods which both look good and work," says Waters.

As with any Government agency acquiring excess property, AID pays nothing for the goods—the U.S. Government having already once purchased the items new. They are merely transferred from one agency's inventory to another.

Industry has come up with its own supplement to the advantages listed. AID has received offers of lumber, cement mix and even men's shorts as donations to the program from companies wanting to cut down their inventories. In some cases, the companies have even offered to throw-in shipping costs just to get the goods out of their warehouses.

As an indication of the expected success of the new program, Waters reported that Ecuador has already ordered over $700,000 worth of items for use in its vocational education program. Equipment, ranging from school buses to turret lathes to kitchen utensils, has been earmarked for this Alliance for Progress program.

The new AID stockpiles will not include medicines, foodstuffs or military hardware. All of the goods being processed are of non-perishable quality.

U.S. stops aid to Ceylon due to oil expropriation

The U.S. aid program for Ceylon was suspended, effective midnight, February 7. This suspension arises from the nationalization of some American-owned oil properties and the absence of appropriate steps toward compensation as required by U.S. foreign assistance legislation.

The Government of Ceylon has called off exploratory discussions scheduled for Colombo, which U.S. officials had hoped would lead to an early solution of the problem.

More governments weigh ship-strike hardship cases

Another 4 countries have replied favorably to the Commerce Department's request for import-license extensions covering U.S. shipments held up about a month by the recently concluded maritime strike (INTERNATIONAL COMMERCE, January 28, p. 2, February 4, p. 15, and February 11, p. 16).

Bahamas (from Consulate General)—No problems anticipated. The Comptroller of Customs gives assurance that import licenses will be revalidated if necessary as goods are cleared through customs.

Ceylon—The Comptroller of Imports and Exports personally assured an Embassy officer that action would be taken to avoid difficulties arising from delay of shipments.

Morocco—The Director of the Economic Division of the Foreign Ministry says symphathetic consideration of the problem is expected form the Ministry of Commerce. Extension has already been accorded promptly in the case of an expiring import license which came to the Embassy's attention earlier.

Uruguay—Bank of the Republic officers are taking steps to avoid injury to importers caused by the strike.

Follow-up

In addition, further developments are reported in 3 countries:

Colombia—Another extension, until February 28, has been authorized for the validity of import registrations covering shipments from the Atlantic and Gulf ports.

Ghana—An official of the Ministry of Finance and Trade, having received applications from importers for extension of licenses expiring on December 31, requested that U.S. port authorities or other officials certify that the goods were on the docks and ready for shipment on or before December 31. The Commerce Department has instructed the Embassy that this procedure is impractical, and the licensing official is being urged to consider the hardship cases collectively on the basis of an act of *force majeure*, so recognized by other countries.

India—The U.S. Consul General at Madras (the earlier report was from the Embassy at New Delhi) has been told by the Controller of Imports and Exports in Madras that he could foresee no difficulty standing in the way of a 30-day extension as requested by the Embassy.

Union Tank Car chief pushes trade abroad

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

CHICAGO—Many a man in these United States is troubled with what he sees when he speculates on this nation's future trade across the seas.

What bothers many exporters is an incomprehension of why so many other United States businessmen, normally infectiously enterprising and impatiently inventive, become indolent and slumberous in failing to attempt expansion in the lush, profitable lands beyond our borders.

But the Sonny Liston of all worries is the crisp, intense Edwin A. Locke, Jr., President of the Union Tank Car Company, who has never stopped a stubborn, scrappy, indefatigable campaign to personally do something about it, speaking in commanding tones to people whenever they listen, urging businessmen to travel, so long as the trip is over water or a different language is spoken when the plane lands.

"I believe that any top executive whose company has potentials in the export field, and who does not actively pursue these potentials, may be failing in his long range responsibilities to his stockholders," Locke said recently.

"As I see it, our best economic hopes lie in the direction of international trade, and the faster we move in that direction, the better off we will be."

Ed Locke is warm hearted, energetic, perceptive, and an elegant purist in dress and speech. He once shocked the Union Tank Car staff with a memo criticizing "aggressiveness" as a virtue. "Initiative, drive, energy, follow-through or the habit of working hard," he declared, "are qualities to be rewarded. Aggressiveness is more for the bill collector, the warrior or the wolf." He uses classical quotations to back up business judgments and may be the only member of the National Association of Manufacturers who can correctly pronounce the name of the German poet, Johann Wolfgang von Goethe.

Locke, a cum laude graduate of Harvard, served with the Chase National Bank before the war in Paris, London and New York, was Executive Assistant to Donald Nelson, Chairman of the War Production Board, and his companion on war missions to Russia and China. He was a special assistant and personal representative of President Truman, became an Ambassador to the Middle East to coordinate, and make effective, aid programs to both the Arab States and Israel, an assignment with more heat than the desert sands he traveled.

At 42, with this background and a short vice-presidency with Chase, he joined Union Tank Car. Two years later he was elected President.

Today Locke is a leading exponent of wide international trade. Among the Washington career people who daily deal in the expansion of United States exports, Ed Locke is in the top few of the most respected businessmen.

"The growth of industry abroad," says Locke, "and with it rising of living standards, has vastly increased the markets of the world. And those markets represent our best chance to improve the rate of growth of our economy and assure the prosperity of our people.

"The demand for consumer goods, that sparked the great postwar rise of business in this country, has plainly lost its urgency. To restore a healthy rate of growth to American production and lift employment, we must look abroad. A big increase in our exports of goods could make a large difference to the economy of this country.

"Our chief hope for economic progress rests, not with government, but as it has always rested, in the energy and resolution of our businessmen, acting on their own initiative. If this country succeeds in launching a new economic growth cycle it will be because tens of thousands of businessmen have acted individually to develop and penetrate new markets."

Any questions?

New 'E' winners: Mich. automaker, first Wis. firm

American Motors, Jacques Seed help increase flow of U.S. products overseas

A Michigan automobile manufacturer and a Wisconsin seed developer recently joined the growing list of "E-for-export" winners.

American Motors Corporation of Detroit and Jacques Seed Company of Prescott—the first Wisconsin "E" winner—were honored in ceremonies held in Detroit and Washington.

The Detroit automotive firm received its "E" award during an annual stockholders meeting on Feb. 6. National Export Expansion Coordinator Draper Daniels presented a special citation and blue-and-white "E" pennant to American Motors President Roy Abernathy and Board Chairman Richard E. Cross.

Jacques Seed Company officials received their "E" honor from the newly nominated Assistant Secretary of Agriculture for International Affairs, Dr. Roland R. Renne, at the Department of Agriculture on Jan. 25.

● AMERICAN MOTORS skillfully organized and executed its movements into overseas automotive markets to assure both present gains and future growth.

From an organizational subsidiary, the firm's export activity has emerged as a separate international corporation with 7 regional offices overseas, augmented by 11 assembly operations on 5 continents and numerous local distributors in many countries.

● JACQUES SEED was singled out for its substantial increase in exports of high-quality U.S. hybrid seed corn to European areas—up 113% in 1962, introduction of hybrid seed corn to Latin American markets, and creation of a soybean seed market in Europe.

It was also cited for its technical resourcefulness and use of imaginative business practices in meeting international competition.

TAIWAN PLYWOOD BOOM

Taiwan's plywood exports rose to a new high of about $13 million in 1962, an increase of 60% over 1961. Producers plan to streamline production methods and improve quality to compete more effectively on the international market. Efforts are also being made to diversify markets, now concentrated in the U.S.

Mexico makes modest gains; income tax law revamped; Finance chief lauds Alliance

Eximbank loan pays for U.S. milk pasteurization equipment; President's Asian tour boosts trade with several nations; exports to U.S. increase, while imports dip; tourism booms

Mexican economic activity held up well in October and November, the single exception being the general merchandise segment of the retail trade, which experienced the usual lull before the Christmas buying season. The financial system continued liquid, with deposits rising and credit demand weak.

The general atmosphere remained unsettled, however, and several agricultural areas were hurt by limited rainfall.

Office and medical equipment, chemicals, cement, iron, steel, and textiles all held their own or showed increased volume over 1961. Automobile sales were below those of November 1961 and October 1962, while retail chain store sales were modestly ahead of November 1961. Department store sales were 7% below the previous November for the Mexico City area; and off 3% to 8% for the whole nation. Appliances and home furnishings held up better than apparel, sporting goods and hardware.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

Chemical firms authorized

The textile industry operated at a high level. Although artificial fiber production was down 4% from September, the cotton textile output was up over 15%. Most of the increase was due to sales to Indonesia.

The Government granted 3 firms permits to produce industrial chemicals using petrochemical raw materials supplied by Petroleos Mexicanos S.A. (PEMEX). The firms must maintain 60% Mexican ownership and cannot sell their products for more than 15% above prices of similar products in the U.S.

Approval was reportedly given to the manufacturing plans of several automobile companies in accordance with the Government's decree of August 25, 1962: Fabricas Automex (Chrysler-Fiat), General Motors, Ford, Dina-Renault, Willys, and Promexa (Volkswagen). The Government is also considering the plans of 3 other firms. Only companies with approved plans will be given import and assembly quotas in 1963.

Alliance for Progress

The Alliance for Progress also received considerable attention during October, from both Mexican and U.S. officials.

A National Commission for the Alliance for Progress was formed in November, headed by Dr. Conrad Zuckerman, Assistant Minister of Public Health.

The Inter-American Economic and Social Council (IAECOSOC) meeting began in Mexico City at the expert level on October 1, and at the Ministerial level on October 22, 1962. Antonio Ortiz Mena, Mexican Minister of Finance, who was elected President at the Ministerial Session, lauded the Alliance for Progress, pointing out that confusion over the Alliance was about the means not the ends. He noted the progress Mexico has made since 1917 towards the goals contained in the Alliance, but indicated that external assistance through the Alliance would be essential for further progress. The Finance Minister referred to the importance of trade as a foreign exchange earner, and stressed the problem of prices for basic products and the need to reduce trade barriers.

Recommendations

U.S. Treasury Secretary Douglas C. Dillon noted that the first year of the Alliance had seen important accomplishments in self-help reform, improved planning, the work of the Council of Nine, and the push for economic integration. He said the first year's shortcomings were the gap between self-help reforms and external assistance, and the decline of private foreign investment due to loss of confidence. He recommended that:

❶ Latin American Governments take every reasonable step to encourage the growth of the private sector and reassure private enterprise;

❷ measures taken by governments for public purposes be fair and equitable to the private interests involved; and

❸ private enterprise be brought actively into the Alliance for Progress.

General financial conditions continued listless and were not significantly changed by the U.S. quarantine of Cuba, the IAECOSOC meeting, or the reports of additional external financial assistance. Mexican private investors were unenthusiastic, although more optimistic than in 1961. Financial institutions were more liquid than in previous months, although demand for loans at high interest rates was weak. Collections continued poor, while currency in circulation rose 3.4%, and was 8.9% higher than at the end of October 1961.

The cost of living index rose by 0.6% in October, whereas the retail price index declined by 0.4%. The former was 1% higher and the latter unchanged over the first 10 months of 1962.

The press reported that 2 French banks had authorized exporter credits of $21 million for Mexico. French Government officials stated that $150 million more might be loaned for petrochemical projects in Southeastern Mexico.

Nacional Financiera announced that about $30 million of the $75 million exporter credits which the Instituto Mobiliare Italiano committed to Mexico in

January 1962 had been negotiated. It will reportedly be used for importing equipment, machinery, and technical assistance for a soda ash plant near Tehuantepec.

The National Bank of Foreign Trade will make credit available to 14 banks in Central America at 6% for 1 year to facilitate exports to that area.

The Export-Import Bank of Washington announced a loan of $2.9 million to Nacional Financiera, S.A. for importing U.S. machinery and equipment for 9 milk pasteurization plants.

Between November 19 and December 9, 1962, Kimberly-Clark de Mexico sold 288,000 shares of stock at 105 pesos, representing 40% of its capital. The new funds will permit the firm to produce cigarette paper.

The Inter-American Development Bank has announced a $1.2-million loan to Nacional Financiera, S.A. (Government investment bank) to help finance an irrigation project on the Lerma River in the Temascalcingo Valley, State of Mexico.

Education stressed

President Mateos sent Congress a 13.8 billion peso budget for 1963, of which the major expenditure (22%) is for education. The largest single source of revenue (36% of the total) is the income tax. The press reported that 1961 budget operations resulted in actual revenues of 19,941 million pesos, compared to an estimated 11,042 million. Expenditures were 20,362 million pesos, of which 36% was for the public debt. The Government borrowed 7,576 million pesos in 1961.

After reviewing 1961 income and expenditure, the Senate reported that Mexican fiscal procedures need changing. It said normal revenues are only 9% of the gross national product, whereas in many countries they are as much as 40%. About 38% of the money for expenditures comes from loans and the rest from ordinary income.

The Executive asked Congress to authorize the issuance of treasury bills, in pesos, in an amount up to 5% of budget expenditures. The bills would range from 100 to 100,000 pesos and be for periods of from 90 to 270 days. The Government would use these bills to pay for goods and services, if suppliers would accept them. Government financial institutions, except the Bank of Mexico in certain cases, would not be permitted to purchase these bills. Private financial institutions would not be authorized to substitute them for other forms of government obligations which they are required to hold. Since the 1963 budget is projected at 13.8 billion pesos, treasury bills up to 690 million pesos could be issued in 1963, if the project is approved.

The Administration also asked Congress for authorization to float $100 million in 20-year foreign currency bonds backed by the Treasury.

Proposed tax changes

Several changes were proposed in the Income Tax Law for more effective collection of taxes, but which make no fundamental adjustments in the tax system. The Minister of Finance announced that measures already adopted had raised the number of taxpayers from 700,000 to 1,400,000, and he hoped that by 1964 the number would reach 3.5 million of the estimated total 7 million liable for income tax.

Tax schedule rates for salaried employees would be applied to annual rather than monthly incomes. The stamp tax on rent receipts is to be discontinued. An expanded program of accelerated depreciation is provided for the mining and construction industries.

The Government has also proposed the conversion to law of a Presidential decree requiring the payment of taxes on the use and ownership of automobiles; raising the Government's guarantee on operations with the World Bank to $300 million; and giving credit institutions the authority to convert fixed income securities to variable income.

New export procedure

The Commerce Department's Office of Export Control has informed exporters who fill recurring orders that their customers must submit new Multiple Transaction Statements in support of applications for export licenses filed between July 1, 1963 and June 30, 1964.

Most Statements on file terminate June 30. Since 1953 foreign importers have been allowed to renew Multiple Transaction Statements by certifying that the information contained therein was correct and unchanged.

The Export Control Office explained that the requirement for a new Multiple Transaction Statement will help assure up-to-date information on what foreign importers will do with commodities and goods received from the U.S. This information is an important consideration in determining whether an export license should be issued.

The announcement of the new procedure is published in "Current Export Bulletin #872 dated February 5, 1963."

Total October imports rose to $101.2 million from $91.3 million in September ($106.6 million in October 1961). Imports from the U.S. rose to $69.1 million from $63.8 million in September ($78 million in October 1961).

Total revalued exports rose to $71.9 million in October from $66.1 million (revised revalued) in September (October 1961 exports were $57.7 million). Exports to the U.S. (not revalued) rose to $40.9 million from $37.3 million in September ($34 million in October 1961).

Tourism was down seasonally in November, but prospects for the 1962-63 winter season were excellent. Tourist card issuance through September 30 was 27% above the 1961 pace.

LAFTA Meeting

At the Second Annual Conference of the Latin American Free Trade Association (LAFTA), which closed November 21, Mexico added new products to the national lists on which tariff concessions were granted bilaterally, and negotiated further reductions in duties on items negotiated in the 1961 annual meeting.

The Conference also worked on tariff negotiations and approved resolutions on frontier traffic, maritime and river transport, and uniform customs nomenclature. LAFTA conferences on textiles andiar transport will be held in 1963. A U.S. subsidiary firm in Mexico started exporting sidium triple polyphosphates to Chile due to LAFTA tariff consessions.

Mexico feels that the recent meeting of the U.N. Lead and Zinc Group in Geneva once again resulted in no positive program to improve international markets for these metals, and that Mexico's expectations from these principal metal exports are poor. However, the Government is encouraged by the continuing rise in silver prices and anticipates that lead and zinc earnings will be significantly augmented by higher returns from silver.

Indonesian treaty

President Lopez Mateos visited the Orient and on October 19, 1962, signed a new protocol to the Indonesian Treaty of November 1, 1961 which became effective November 1, 1962.

The protocol reduced Mexico's annual sales to Indonesia by $30,000 to $18 million, and increased Indonesia's

sales to Mexico to $10 million from $8,752,000. Mexico's chief exports are cotton yarn and cloth, while Indonesia's main exports are rubber and spices.

A commercial treaty with Japan is reported under negotiation, and efforts may also be made to increase trade with India and the Philippines.

In the French Technical exposition, held in Mexico City October 19-November 4, some 280 French firms displayed wines, perfumes, publications, automobiles, industrial vehicles, generators, hand tools, food products, petroleum installations, watches, and construction engineering, aeronautical, electronic, optical and mining equipment. The fair was visited by 200,000 persons.

A Canadian Forest Products Trade Mission visited Mexico City in October to study the possibility of increasing and diversifying trade in forest products.

A 55-man Spanish trade mission visited Mexico in October, a 21-man Australian mission spent 10 days in Mexico in November, and an 11-man Italian mission, headed by the Minister of Foreign Trade, visited Mexico in December. Agreements were signed with Spain for export of $8 million in Mexican cotton, canned foods, and raw materials for a wide variety of Spanish goods.

Representatives of the Tennessee Gas Transmission Company reported that the Tennessee Gas-Petroleos Mexicanos project for a natural gas pipeline from Reynosa to Los Angeles via Mexicali has been abandoned.

The President signed the new Labor Law Amendments on November 20 (additions to Article 123 of the Constitution), the most controversial of which are the required profit sharing by employees, and the option of unjustly discharged employees to choose between reinstatement and severance pay. Reportedly, the Regulations implementing the new Amendments were sent to Congress for approval on December 12, and should become law soon.

A November hurricane forced extensive replanting of winter vegetables in Sinaloa, which will delay shipments about a month. Sinaloa dams were filled to capacity, however, thus permitting a full planting program. Early frosts temporarily affected strawberry production, and shipments will be delayed 2 to 3 weeks. The corn harvest was completed satisfactorily. The drought in the Laguna District continued serious. Sugar production was adversely affected over a period of months by heavy rains in the Veracruz area and, as a result, producers were not able to meet their export quota.

War strains Viet-Nam economy; aid program boosts U.S. sales

Government gives agricultural investment top priority; U.S. now furnishing 38% of total Vietnamese imports

BY DANIEL SZABO

Far Eastern Division, ORE

During 1962 much of Viet-Nam's economy was at a standstill. It is too early to say whether improvements noted in some sectors at year-end will prevail over unfavorable conditions which exist in other sectors of the economy.

The growing intensity of the conflict between the Government and the Communist Viet-Cong guerillas, higher prices of imported goods, and low purchasing power were the chief causes of continued poor business conditions. However, the slack caused by low private demand for goods and services was partly offset by increased Government purchasing.

The industrial situation was mixed. While output was slightly above 1961 levels, the pace of industrialization was only fair.

Imports also exceeded 1961 levels, but present indications are for a rather low import volume in first quarter 1963.

The U.S. share of total imports continued to expand in 1962 due to the U.S. aid procurement policy, which favors the purchase of American goods.

Emphasis on agriculture

President Diem's "State of the Nation" speech in October was a potentially significant development for the future course of Viet-Nam's economic development.

He indicated 3 long-needed changes in economic policy:

❶ He devoted unusual attention to agriculture and rural rehabilitation, stressing as rarely before that agriculture was the foundation of the economy.

❷ He expressed the Government's determination to pursue vigorously both counter-insurgency and economic development programs, and to accept the necessity of moderate governmental deficit financing; he forecast overall 1963 budget expenditures at 27 billion piasters ($450 million at the de facto rate of 60 piasters per U.S. dollar) and overall receipts at 22.5 billion piasters ($375 million).

❸ He explicitly recognized the importance of private investment and the proper atmosphere to induce it, mentioning a pending investment law, the establishment of a productivity center to advise and guide industrial investors, and an industrial zone near Saigon as goals for the coming year.

An equally significant statement was made in November by the Secretary of State for the National Economy. Speaking of industrialization and the role of private investors, Secretary Thanh stressed the importance of proper allocation of resources within a country such as Viet-Nam, where investment capital is scarce. This necessitates Government direction of private investment.

Accordingly, the Secretary broadly outlined the following order of priorities for private investment:

- Priority 1 — Investments directly benefiting the agricultural sector, such as the fertilizer industry or processing industries using industrial crops;
- Priority 2—Light import substitution industries;
- Priority 3—Heavy industry.

As incentives to private investment capital, Secretary Thanh reiterated the inducements announced by President Diem in his October speech but at the same time warned that if private investment fails to take advantage of these and other incentives already in existence, "the State will be obliged to take up the task (of industrialization) . . ."

Imports to drop

Imports for the first 9 months of 1962 were slightly above 1961 levels despite the continued low purchasing power of the agricultural sector (from which an estimated 80% of the population derives its livelihood) and the increased cost of imported commodities which followed the tariff increase on numerous items and the *de facto* devaluation of the piaster in January 1962.

The principal explanation appears to be the growing direct involvement of the Vietnamese and U.S. Governments as buyers of imported goods for resale and distribution to the private sector. This trend is likely to continue in 1963.

Imports between January and Sep-

tember totaled $197 million, 38% of which originated in the U.S. The U.S. share for the first 9 months of 1961 was only 26%. As in the previous year, the U.S. financed 60% of all imports. Unless domestic economic conditions show a substantial improvement in the near future, 1963 imports should be considerably below last year's total. Data available on import licensing for third quarter 1962, 33% below the same period in 1961, indicate lower imports for at least the first 3 months of 1963.

Industrial picture mixed

The industrial picture was mixed. Most industries appear to have surpassed their 1961 highs. Output expanded significantly in cotton yarn (up 60%), coal (30%) and electricity (12%). Sugar, beer, and cigarette production have also exceeded their 1961 levels.

However, private construction activity, as shown by a decline in building permits issued, was in a slump. Cement was reportedly sold below cost and structural steel prices were under heavy pressure.

The consensus of many observers is that the change in the real property tax from a rental to a capital basis in August, and last January's fiscal reforms have both contributed to the slump.

There was a modest increase in Viet-Nam's industrial capacity, representing the realization of long-standing plans. Viet-Nam's first petroleum lubricant blending plant went into operation in August. Owned by Esso Standard Eastern, Inc., it cost the equivalent of $176,000, and has an annual output of 40,000 barrels and can produce 50 varieties of lubricants.

The SHELL Company of Viet-Nam has reportedly built a similar blending plant at its adjacent installation, which will be completed at the end of December. The 2 plants will satisfy about 90% of Viet-Nam's lubricant requirements.

Progress on the 160,000 kw Da Nhim hydroelectric plant, being built by Japanese firms, continued at a fast pace although Viet-Cong activity slowed work on the power line between Da Nhim and Thu Duc (a highly industrialized suburb of Saigon). The first 80,000 KW phase of this facility is expected to be installed and tested on schedule in late 1963.

Preparations for a 33,000 kw thermoelectric plant, financed through a $12.7 million Development Loan Fund credit, were delayed and it now appears that the electrical ring circuit for Saigon-Cholon will proceed before the thermal plant, in order to carry the power from Da Nhim sometime this autumn.

Tax negotiations clearing the way for the doubling of the cotton textile industry's spinning and weaving capacity in 1963 were completed in October. Orders have now been placed abroad for $6 million worth of equipment which should raise spindle capacity to 110,000 by the fall of 1963, including the 20,000 spindle plant of SICOVINA at Tourane which went into operation on November 4. The other 2 mills, VINATEXCO and VIMYTEX, intend to experiment with poplin shirting, a finer quality cloth than they have produced so far.

Other late November developments included the inauguration of a cotton and wool blanket factory producing 1,700 blankets a day and a Vietnamese-French owned pharmaceutical plant having a monthly output of 12 million tablets, 300,000 tubes of ointments, and 100,000 bottles of syrups. The plant will soon produce vitamins and injection serums, and process antibiotics.

Effects of the Government's newly announced priorities on industrial development cannot yet be measured. However, it can be safely assumed that in the future the Government will assist only investors in those industries which can contribute significantly to agricultural production and income.

President Diem's October speech also suggests that a growing share of Viet-Nam's scarce financial resources will henceforth be channeled into agricultural rather than industrial development projects.

Low purchasing power

The Government's principal economic problem is still the low purchasing power of the farmers who account for an overwhelming portion of total demand. The agricultural picture was brightened by prospects for a good winter rice harvest, which appear increasingly good due to good weather and limited crop damage from insects and rodents. With U.S. financial support, the Government also took steps to increase crop productivity through greater use of fertilizer, and to increase hog production.

National Agricultural Credit Organization (NACO) loans to farmers and cooperatives for the first 9 months of 1962 were 32% above 1961. The strategic hamlet program, designed to afford greater physical security to the rural population in protected villages, received top priority and became the Government's principal means of improving the well-being of the farmer.

These hamlets have additional long-range economic advantages. They may become focal points of centralized market places, accelerating both regional trade and trade between urban centers and the countryside. They will also aid in the monetization of agriculture, the lack of which has hindered trade in the past.

U.S. firms help revamp Saigon's water system

AID loans back 14-mile pipeline, $7 million water treatment plant

The Agency for International Development has approved a $9.2 million contract for a 14.7-mile pipeline running from Vietnam's Dongnai River to the capital city of Saigon and has issued an invitation for bids on a $7.14 million water-treatment plant. U.S. funds will amount to over $6 million for the pipeline and $4.7 million for the treatment plant.

The contract for the piping has been signed between the Saigon Water Office and Les Etablissements Eiffel of Paris, France, which has subcontracted with International Pipe and Ceramic Corporation (Interpace) of East Orange, N.J. The American firm will manufacture all the pipe required under the contract at a cost of $5.6 million.

The prime contract with a French firm in this case was permitted under terms of the loan signed in 1960 when the U.S. Development Loan Fund was authorized to engage in worldwide procurement. AID loans are now limited to U.S. procurement, and most foreign aid funds eventually return to the U.S. economy.

The river water supply system has been worked out from engineering studies conducted by the Hydrotechnic Corporation of New York. The Vietnamese Ministry of Public Works and Communications entered into a contract with the New York company to determine the best means of increasing metropolitan Saigon's water supply. The decision was further reviewed and confirmed by U.S. engineers.

RADIOS IN LAOS

Recent estimates place the number of radios in Laos at 66,000 at the beginning of 1963. 90% are believed to be transistor-battery units.

U.S. lends Chile $60 million thru Alliance for Progress

AID, Eximbank and Treasury Dept. contribute to program; Chile plans to invest $450 million in '63 Alliance projects

The U.S. and Chile have completed 3 agreements supporting Chile's efforts to carry out a self-help program of fiscal and monetary stabilization and increase economic and social development under the Alliance for Progress.

The U.S. Agency for International Development, Export-Import Bank, and Department of the Treasury are lending $60 million to the Government of Chile.

AID is lending $35 million at this time to finance imports of U.S. goods and services that are essential for continued development and will generate local currency (escudos) for Alliance projects. Half of the AID loan will be made available through U.S. banks under current Chilean commercial procedures to pay for new imports from the U.S. The rest will be made available under the same procedures in 2 subsequent and equal installments.

In support of continued monetary stability in Chile and for purposes similar to those of the AID loan, the Export-Import Bank is lending Chile $15 million.

The Treasury Department is entering into an Exchange Agreement for $10 million dollars in support of Chile's monetary stabilization program. (The International Monetary Fund on January 14 authorized a $40 million standby arrangement with the Government of Chile.)

Chile plans to invest public funds equal to $450 million this year for a variety of Alliance projects. More than half of these funds will be from sources within Chile; the rest from international leading institutions and capital exporting countries, including the U.S.

The U.S. is providing financial support to supplement domestic capital formation and reinforce Chile's capacity to maintain normal import levels during a time of extraordinary investment for economic and social development.

The new U.S. assistance follows enactment of several laws supporting Chile's monetary stabilization and development plan by the Administration of President Jorge Alessandri and the Chilean Congress.

A law passed in November increases the real property tax rate and allows new property assessments, a change in the administration of a territorial tax and revision of a national land tax schedule. A bill authorizing reorganization of Chile's internal revenue services was approved in December.

Other proposals pending before the Congress would reform income and inheritance taxes to better enable Chile to raise public funds for Alliance investment.

Sudan will buy $6 million worth of PL 480 wheat

Agreement has been reached between the Governments of the Sudan and the U.S. on a program under Title I of Public Law 480 for the sale of $6 million worth (including certain ocean transportation costs) or about 2.8 million bushels of wheat and wheat flour.

The proceeds from this sale will be used for loans by the Agency for International Development (AID) to U.S. and Sudanese private enterprise; for economic development grants and loans; and for payment of U.S. obligation abroad.

AID has $176 million in foreign funds available for loans to U.S. firms

Applications in 20 nations are actively encouraged by AID; demand for local funds exceeds supply in 5 other nations

The Agency for International Development has the equivalent of $176 million in foreign currencies presently available for lending to qualified firms.

The equivalent of $164 million in "Cooley" funds is available in 25 countries. AID is actively encouraging applications in 20 of these: Bolivia, Ceylon, China, Egypt (UAR), Finland, Greece, Guinea, India, Indonesia, Iran, Israel, Korea, Morocco, Pakistan, Paraguay, Sudan, Syria (SAR), Tunisia, Turkey and Vietnam.

No new applications are being accepted presently in Chile, Colombia, Ecuador, Peru and the Philippines, because applications on hand exceed available funds.

"Cooley" loans are available to qualified U.S. business firms and their affiliates for development or expansion of their foreign operations; and to foreign firms if their use will result in expanding markets for U.S. agricultural products. The loans are in local currencies received from the sales of U.S. agricultural products and are repayable in local currencies.

The program is named after the North Carolina Congressman who sponsored the amendment to PL 480 authorizing the loans.

Local currencies are also available for lending in Brazil. The equivalent of about $12.8 million in cruzeiros is available to private companies from the National Development Bank of Brazil. At least half this amount may be lent to U.S. enterprises.

General inquiries about the Cooley program should be addressed to the Private Enterprise Division, Agency for International Development, Washington 25, D.C. Loan applications should be submitted to the appropriate Regional Bureau of AID, Washington 25, D.C.: Near East and South Asia, Far East, Africa-Europe or Latin America.

Applications may also be submitted to the U.S. AID Mission in the countries involved, in care of the American Embassy. Inquiries or applications for Brazilian funds should be made directly to the National Development Bank of Brazil in Rio de Janeiro, with a copy to the U.S. AID Mission, Rio de Janeiro.

Import licensing eased by Japan for 8 new items

Remaining curbs cover about 254 categories—12% of all

Liberalization of 8 more import categories and a number of machine tool items was announced by Japan's Ministry of International Trade and Industry (MITI) following negotiations with the United Kingdom. The action reduced to 254 the number of categories still under restrictive import control.

According to MITI, these changes did not significantly increase the percentage of trade liberalized, which on Oct. 1, 1962 had been raised to 88% based on 1959 import values (INTERNATIONAL COMMERCE, Oct. 15, 1962, inside front cover).

Deleted from the Negative List (commodities subject to the restrictive Fund Allocation System of licensing), and now freely importable under one of the two automatic-approval licensing systems, are: wool yarn, synthetic fabrics, carpets, knitted fabrics, knitted outer garments, bed and table linen, razor blades, and excavators (power shovels).

Machine tools

In addition, the following machine tools were liberalized (except machines more than 1 year after fabrication): automatic copying lathes, certain other lathes, vertical jig-boring machines, universal tool-milling machines, profile-milling machines, and vertical hobbing machines. Of these items, U.S. exporters should find razor blades, synthetic fabrics, verticle hobbing machines, and profile-milling machines to be of particular interest.

The remaining machine tools, other than used machine tools, on the Negative List are: large engine lathes, large vertical lathes, certain horizontal-boring machines, certain plano-millers, planers, certain surface-grinding machines; large mechanical presses, and supersonic equipment and electron beam equipment used for metal-working.

The list of liberalized items may be examined at Commerce Department field offices or the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington, D.C.

Norway-Bulgaria agreement replaces 1955 trade pact

A new 3-year trade and payments agreement between Norway and Bulgaria has been reported by the U.S. Embassy in Oslo. This agreement, which replaces the 1955 pact, for the first time provides that all payments are to be made in convertible currency.

The trade protocol governing the exchange of goods for calendar 1963 provides for Norwegian exports to Bulgaria to a value of 13 million crowns ($1.8 million) and Norwegian imports to a value of 12 million crowns ($1.7 million). Under the protocol governing 1962—providing for an exchange of goods to a value of about 7 million crowns (some $1 million)—actual trade amounted to only 3 million crowns ($420 thousand).

PARAGUAY: MEAT TAX

Paraguay's export tax applicable to next season's meat exports has been reduced from 5 to 2½% of the freight-on-board value of the exports by Decree Law 331 of December 26.

The new law also grants tax exemptions sought by 3 affected meat companies, including exemptions from import surcharges and internal taxes on imported materials.

AUSTRIA: APPLES

Austria's Ministry of the Interior, in cooperation with the Ministry of Agriculture, has approved the following fruit imports for February (1,000 metric tons of table-grade apples in crates): Jonathan, red delicious, golden delicious, and cox-orange; minimum diameter, 65mm.

Norway lifts duties on variety of manufactures

Word has been received that on January 1 Norway lifted its duties on imports of pectin, engine gaskets of plastic, cigarette paper in rolls, cutters for mincers, dental drills, and certain instruments for testing and analysis of a type not manufactured in Norway.

Duties on Christmas-tree lights were reduced from 30 to 15% and a duty of about 2¢ per kilogram was placed on palm seed oil (formerly duty-free).

Argentina drops bar to U.S. marine insurance

Argentina has removed its long-standing discrimination against marine insurance companies authorized to do business in the United States.

Under Decree Law 14,135, all shipments from the United States are freed of the former requirement that Argentina-bound cargoes had to be insured with Argentine insurance firms when the cost and risk were for the account of the buyer-importer.

In the future, marine insurance firms authorized to do business in any state of the United States may compete for business on cargoes destined for Argentina.

The decree was published on Jan. 4, 1963.

U. K.: REFRIGERATORS

By order of the Board of Trade all refrigerators imported into the United Kingdom must carry an indication of origin on any trade-name plate appearing on the front, or printed or stamped on a label securely attached and prominently displayed inside the refrigerator. The new regulations will go into effect June 20, 1963.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

GUATEMALA—Minister of Communications and Public Works awards contract for constructing **El-Molino-Oratorio-Jalpatagua-Rio Paz Highway** to U.S.-controlled firm, Constructora CONTICCA de Guatemala, S.A. Total cost approximately $4 million.

HONG KONG—List of **successful bidders** for various Government tenders available on loan basis from Commodity Export Promotion Staff, Business and Defense Services Administration, Room 4317, Department of Commerce, Washington 25, D.C.

Iran's taxes on most Japanese imports up 5%

Some raw materials, spare machinery parts exempted

Iran has hiked import taxes 5% on all Japanese imports except certain raw materials and spare parts for machinery of Japanese origin.

Issuance of the Cabinet decree reportedly followed several months of informal talks between Iranian and Japanese authorities on the imbalance of trade between the countries. Iranians have frequently complained about Japanese failure to accept enough Iranian goods to effect a reasonable balance.

Turkey: import program

Details of Turkey's general import regulations and commodity lists under the Tenth Import Program (January-June 1963) may be obtained by writing the Near East-South Asia Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Monopoly Dues, applying to Japanese imports for which a letter of credit was not opened prior to January 5 or which were not shipped from Japanese ports before that date, are to be effective so long as an Iranian-Japanese trade agreement is not concluded. The revenue is to be used for protecting and encouraging certain Iranian export industries.

AUSTRIA: EFTA DUTY CUT

A further 10% slash in Austrian tariffs on imports from other countries of the European Free Trade Association (EFTA) has brought to 50% the total reduction from original rates, the U.S. Embassy in Vienna reports. The latest reduction took effect on January 1.

SWEDISH IRON ORE RECORD

Swedish iron ore shipments through the North Norway port of Narvik totalled 13,235,000 metric tons in 1962, setting an all-time record.

Extra tax placed by Chile on items entering Arica

Chile is now applying a 200% additional tax (impuesto adicional) on goods (not appearing on the permitted imports list) entering the free zone of Arica (INTERNATIONAL COMMERCE, January 28, p. 20), according to the U.S. Embassy in Santiago.

Exempted from the tax (Decree No. 15, Jan. 19, 1963) are: foodstuffs; construction materials; machinery; trucks; pickups; buses and other public transport vehicles; combustibles; accessories, parts, raw materials and all goods for expanding or renovating industry, agriculture, or mining.

Holders of *Licensing and Exchange Controls in Chile*, Part 2, No. 62-18, should note these changes.

GUATEMALA: 'NON-ESSENTIALS'

The Bank of Guatemala will continue making official foreign exchange available to importers for first-quarter 1963 "non-essential" products in the amount of 50% of their first-quarter 1962 imports of such products, according to the U.S. Embassy in Guatemala City. This continues the policy established for such imports during November and December 1962 (INTERNATIONAL COMMERCE, Jan. 7, 1963, p. 17). As in the past, the Bank is charging importers of "non-essentials" a 2% premium.

Finland extends 40-90% auto tax to end of '63

Finland's Diet (parliament) has extended the new automobile tax until Dec. 31, 1963. The tax is 40-90% of the cost, insurance and freight duty-paid value, varying according to the price of the car (see INTERNATIONAL COMMERCE, Aug. 20, 1962, p. 35).

Most U.S.-made compact automobiles are taxed at 75%, while larger American automobiles fall into the 90% bracket, the U.S. Embassy in Helsinki reports.

Originally enacted in July 1962, the tax was scheduled to expire in July 1963.

Taiwan announces plan for new drug-import controls

To curtail foreign-exchange expenditure on products already being manufactured in Taiwan, the Government is planning to impose import controls on additional pharmaceuticals.

New items to be controlled are gastrointestinal, skin, and anti-pyretical drugs. These controls are in addition to those now in effect on imports of vitamins, hormones, nutrients, and tranquilizers.

There are over 700 locally established pharmaceutical plants in Taiwan producing quality drugs under highly competitive conditions. Now, only plants producing pharmaceutical raw materials will receive encouragement.

Taiwan shakes up its income tax law

Taiwan's Legislature has approved an extensive revision of the 1946 Income Tax Law designed to lay the foundation for a modern and equitable tax structure based primarily on the direct income tax. Heretofore, a multitude of indirect taxes accounted for most of the Government's total revenue, with the income tax contributing only a small percentage.

The newly revised law strengthens income tax declaration and collection procedures and incorporates tax concessions authorized in the September 1960 Statute for Encouragement of Investment. The law also contains special provisions for assessing taxable income of firms engaged in international transportation.

To discourage tax evasion and induce taxpayers to begin paying business and personal income tax, the law now specifically provides that taxpayers who file honest declarations this year need not pay income tax on any previous year's unreported income.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Ecuador paves way for investor interest in new group of 11 diversified industries

Fertilizer, glass, steel, chemicals, farm equipment, paper, plumbing fixtures, precision apparatus cited for benefits under Industrial Promotion Law

Previous articles appearing in INTERNATIONAL COMMERCE have pointed up the fact that Ecuador, which has had a creditable record of economic growth over the past decade, should prove of interest to potential U.S. investors.

Both the private sector and the Ecuadoran Government are making prodigious efforts to stimulate industrial development through increased private investment. The National Planning Board is actively engaged in identifying those industrial projects considered necessary to the Ecuadoran economy.

Some of these projects, announced in INTERNATIONAL COMMERCE, included a refrigeration and freezer assembly plant, a dry-cell electric battery installation, a castor-bean extraction plant and a ceramics factory.

Green light given

Recently, the National Planning Board announced a new list of 11 selected industries considered feasible in Ecuador. Further, by Executive Decree of December 30, 1962, these 11 industries were classified as falling within the "special" category established by the 1962 Law for Industrial Promotion.

These industries, therefore, will be eligible for the greatest benefits under the Industrial Promotion Law.

Generally, firms applying for the "special" classification must have subscribed 50% of the required capital at the time of application. Export-producing industries must first satisfy internal demand and price must be such as to encourage use of the article domestically. Plant capacity must meet the minimum requirements in each instance as specified by the Decree.

In some instances, it is understood that actual applications for classification in the "special" category have been filed with the Ministry of Development by specific groups. In other cases, the designations represent only the determination of the Government that these industries are basic to Ecuadoran economic development.

Granting the "special" classification to investors in any one field does not preclude concession of a similar benefit to other firms.

Industries pinpointed

The 11 industries which are entitled to "special" benefits as decreed by the Government include: *Chemical fertilizers, nitrogenated; glass containers;* iron and steel bars; *refined, iodized salt; sulfuric acid;* caustic soda; agricultural machines and implements; *hand tools;* kraft and cellulose paper; china and porcelain sanitary articles; and mechanical and electronic precision apparatus.

For details concerning the requirements to be satisfied by potential investors in these industries, and the amount of U.S. capital participation sought for each project, write to: Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Feasibility studies are also available for those industry names that appear in italic type.

Lumber venture announced by Paraguay manufacturer

An established manufacturer of sawn lumber and exporter of logs and sawn lumber in Paraguay seeks a joint venture as well as financing for his expansion.

By employing modern equipment and technical know-how, the firm's own timberland could be more profitably developed, with possible expansion into plywood or laminated wood manufacture.

Write for more complete information to José Domingo Ocampos S.A., Casilla Postal 13, Villaricca, Paraguay.

Singapore's EDB proposes investment openings, awards harbor contract

U.S. firms active in first phase of harbor venture; ore-loading and glass plants, grain silo and elevator now visualized

The Economic Development Board (EDB) of Singapore announced this month that it has awarded a contract for construction of the first section of both the deepwater harbor and the coastal harbor at the Jurong Industrial Estate. (See the Feb. 11 issue of IC, pp. 25-6, for a brief description of this industrial site.)

The construction contract went to a joint-venture company consisting of Hawaiian Dredging & Co., Inc., J. H. Pommeroy & Co., Ltd., and B. C. Gerwick, Inc., all of the United States, and the associated local firm of Wang Coo-Kien & Co. Amounting to about $4.6 million, the contract is to be carried out on a very tight schedule since rapid progress is essential.

The proposed construction program provides for completion of 500 feet of lighter wharf by December 1963 with the remaining length to be finished by October 1964. The wharf will be built mainly of prestressed concrete.

Other harbor development

This contract, the first phase of harbor development for Jurong, will be extended by other contracts until there are 9,000 feet of oceangoing berths and 3,000 feet of coastal berths. It is necessary that oceangoing berths have a minimum water

depth of 36 feet and coastal berths a depth of 16 feet.

The ultimate aim in wharf construction is that Jurong will be able to accommodate all large oceangoing vessels except supertankers and bulk ore carriers which will be, if necessary, accommodated elsewhere in the Jurong area where sufficient water depths are available.

Future projects

Other sizeable construction projects are in the offing in Singapore.

Iron-ore loading plant. A $3-million iron-ore loading plant is proposed with a 2-million-ton capacity, enabling mining companies in the Federation of Malaya to export iron ore in bulk from Jurong's industrial harbor area.

An international firm of engineering consultants has been appointed by the Development Board to make a detailed survey. If the investment appears promising, the Board may later approve formation of a corporation with public stock subscriptions.

Grain silo, elevator. Capital investment of about $2.3 million is envisaged for construction of a grain silo, elevator, bagging facilities, buildings and ancillary equipment to accommodate expanded grain trade and to service planned feed mills at the Jurong Estate.

The EDB hopes to enter into agreements with firms experienced in grain handling to determine the basis of implementing the project, and may establish a corporation with public stock subscriptions.

Sheet glass plant. In addition, the EDB will make technical and economic feasibility studies available to interested investors in a medium-sized sheet glass plant. Producing for the Singapore market, the new plant would operate at a capacity of 10 million square feet a year.

The proposed plant will require fixed and working capital of about US$2.2 million and employ about 160 people. The Board is prepared to recommend the award of pioneer status, a good industrial site and financial assistance to entrepreneurs.

Information available

The Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C., has copies of a descriptive brochure "Jurong Industrial Estate" available on a loan basis. The brochure covers such questions as the types of industries permitted to locate at Jurong, procedures for site acquisition and factory erection, financial participation by EDB, types of factory buildings available for lease, types of loans available and water and electric rates.

To write to the EDB directly, address letters to Mr. Ngiam Tong Dow, Economic Development Board, Fullerton Building, Singapore 1.

Bolivian antimony resources present investor opening

A Bolivian Government-sponsored survey of expanded antimony production is due this spring.

It is suggested that potential investors interested in centrally located Bolivian facilities to increase production and processing of the lower-grade ores consider participation in the project as soon as possible.

Firms or individuals who want additional information and a copy of the survey report at the earliest opportunity should write to: Office of International Investment, Code 2-3339-1, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Industry inducements cited for South African city

Pietermaritzburg, capital of the Province of Natal, enjoys an advantageous geographical location in relation to the rich mineral developments, the major agricultural areas of South Africa and the Port of Durban.

Industries established here may qualify for all or some of the assistance given by the Government to industries that provide employment and contribute to the development of this area. These advantages can in certain circumstances be considerable and include generous income-tax rebates on plant and machinery as well as preferential rail tariffs and loan facilities from the Industrial Development Corp.

Direct inquiries to The City Estates Manager, P.O. Box 261, Pietermaritzburg, Republic of South Africa.

16 Swedish firms offer or seek licensing arrangements in U.S.

Industrial, consumer products range from cable units, vacuum-cleaning systems and road graders to furniture, radiators, electrical appliances, supermarket equipment

16 Swedish firms offer or seek licensing arrangements with U.S. manufacturers.

Production licenses are offered by 13 Swedish companies for the American manufacture of two types of cable connectors, pivot windows, valves, variable-speed gears and plastic injection molders. Licenses are also offered for central vacuum-cleaning systems, steel-plate radiators, electronic equipment for home entertainment and electric fans, particle sizers, road graders and lift-truck pallet racks made of cast steel, custombuilt entrance doors and furniture.

In addition, three other firms are looking for licenses to produce American supermarket equipment and construction machinery, machinery to be made in a fabrication and machine shop and marine and other types of pumps. Additional information on these three firms may be obtained by writing to Mr. Lars Johnson, manager, General Export Association of Sweden, Fack, Stockholm 1.

Licenses offered

Coupling device for phone cable. One of Sweden's leading plastic and Bakelite press molders is interested in licensing the U.S. manufacture of a coupling device for 24-wire telephone cables.

The device, called a rapid connector, is designed for use outdoors under severe conditions, being capable of withstanding a relativve humidity of about 100% within a temperature range of +55 C° to −30 C°.

An illustrated leaflet describing the connector is available on a loan basis from the Office of International Investment, Code 1056, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Patented cable units. A license is offered for the U.S. production of fire, water and gasproof cable units made in accordance with the patented "Brattberg" system.

Further details are available on loan from the Office of International Investment, Code 1057, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Pivot windows. A manufacturer of wooden windows and interior woodwork wishes to license an American firm to make its line of pivot windows known as Carda.

The window can readily be made by any well-equipped woodworking plant and no additional capital outlay for tooling is necessary, according to the manufacturer. Metal fittings for the Carda window could be imported from Sweden.

The windows are in use in more than 20 countries and over a million units have been installed so far. Principal advantages claimed for the window include complete freedom from draft when closed, minimal loss of heat through metal fittings, unobstructed view and adaptability to use of venetian blinds which may be fitted between the two sashes.

An illustrated brochure describing the Carda window is available on a loan basis from the Office of International Investment, Code 1058, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Swing, check, gate valves. A firm specializing in the manufacture of valves for oil pipelines offers a license for the U.S. production of its combined swing, check and gate valves.

Valves are made of cast carbon steel with stainless steel trim, a rising stem of stainless steel and a stationary handwheel. They have a full-way passage and low-flow resistance.

Copy of an illustrated leaflet is available on a loan basis from the Office of International Investment, Code 1059, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Variable gears. A manufacturer of continuously variable gears for the operation of machine tools and related equipment wants to license production of its gears in the U.S.

The gears can be used with electric motors ranging from 0.25 to 30 hp.

An illustrated brochure describing the gears is available on a loan basis from the Office of International Investment, Code 1060, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Plastic-injection molders. An engineering firm which makes various types of machinery for the plastics industry seeks a U.S. licensee to manufacture its plastic-injection molders.

The prospective U.S. licensee preferably should have good connections with a distributor that makes regular visits to the American plastics industry.

A catalog describing the firm's products may be obtained on a loan basis from the Office of International Investment, Code 1061, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Central vacuum-cleaning systems. A manufacturer of central vacuum-cleaning systems for use in office buildings, schools, hospitals and similar institutions, seeks a U.S. licensee.

This method of vacuum cleaning is being increasingly used in Swedish hospitals and similar institutions since it eliminates the risk of infection. The method involves a procedure whereby the suction device and hose are connected to a wall or floor outlet leading to the machine room in the basement where the dirt separator and vacuum turbine are housed.

Additional information is available from the Office of International Investment, Code 1062, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Steel-plate radiators. A manufacturer of steel-plate radiators for central heating is interested in entering into an agreement with an American firm to manufacture its line of steam and hot-water radiators.

Copy of the Swedish company's catalog is available from the Office of International Investment, Code 1063, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Electrical appliances, units. A company specializing in the production of radio and television receivers, magnetic tape records, record players and record changers, electrical fencing and electric table fans offers manufacturing licenses to U.S. firms for the whole range of its equipment. The Swedish firm is interested solely in an agreement for manufacture in the U.S. on a royalty basis.

Catalogs and descriptive material are available from the Office of International Investment, Code 1064, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Particle sizer. A manufacturer wishes to license production of its particle sizer in the U.S. This high-capacity machine is well adapted for the separation of ore, coal, sand, gravel and similar materials within the particle range of 0.05 to 100 millimeters.

The sizer is said to operate on an entirely new principle and offers substantial advantages in comparison with conventional screening methods. Its advantages include minimal space for installation, light weight, high capacity, small power requirements and low maintenance costs.

A brochure describing the sizer is available on a loan basis from the Office of International Investment, Code 1065, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Road grader. A manufacturer of road graders, snow tractors and miscellaneous plant equipment of steel wishes to license its road graders and its newly designed lift truck pallet racks made of cast steel. The graders are said to have several new features.

Illustrated pamphlets describing the company's "Panter" road grader may be obtained from the Office of International Investment, Code 1066, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Custom-built doors. A manufacturer of custom-built main-entrance doors for homes, offices and similar premises offers an American firm a license to make these doors. The firm states that these doors can be manufactured in any well-equipped woodworking shop, provided some special tools are obtained from Sweden.

A catalog of these doors may be obtained on a loan basis from the Office of International Investment, Code 1067, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Furniture. A Swedish furniture manufacturer offers a manufacturing license to U.S. furniture makers. It sells its furniture in 42 countries including the U.S., and wants to expand its U.S. market by licensing the production of its functional line here.

Brochures describing this furniture are available on a loan basis from the Office of International Investment, Code 1040, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Licenses sought

● Richard Nilsson Aktiebolag, is an exporter of iron ore, pig iron, sintering machinery and vibrating equipment. Two of its subsidiaries, however, are in the manufacturing business, one making packaging machines and packaging material for self-service stores, and the other making machinery and equipment for the building and construction trade.

The firm desires to expand its sales and manufacturing activity and is especially interested in new U.S. ideas and know-how in the fields of supermarket equipment and construction machinery.

● Christian Berner AB, a manufacturer of brewery machinery and dairy equipment has unemployed capacity in its fabrication and machine shop. It is, therefore, seeking U.S. licenses to make any type of machinery or machine component that could suitably be manufactured in its plant.

The Swedish firm also claims to have an established sales organization which could market the American product in its area.

● Maskinfabriks AB Gothia, a manufacturer of various types of steam and motor-driven pumps for marine and industrial uses, wishes to broaden its production program and seeks a U.S. license to make pumps both for marine and other applications.

The Swedish firm claims to have excellent connections with shipbuilding yards and shipping companies in the Scandinavian and most other European countries.

Plastic prefab greenhouse license offered U.S. firm

A French firm offers a license for the U.S. production of a plastic prefabricated greenhouse.

The greenhouse enables 2 workers to uncover a 3,281 sq. ft. planting area in 4 minutes and reverse the procedure in the same amount of time.

One worker can uncover the same area in 30 minutes to permit all types of

manual or mechanical cultivation such as planting, chemical treatment, watering and harvesting.

The greenhouse makes it possible to carry out the entire growing cycle from planting seeds to harvesting crops under greenhouse cover.

In addition, the greenhouse has strong wind resistance, permits cultivation of plants which do not grow well under glass and, in the off-season, can be readily folded up to occupy only about 100 sq. ft. of storage space.

A complete description of this plastic greenhouse, in French, is available on a loan basis from: Office of International Investment, Code 1069, Department of Commerce, Washington 25, D.C.

Manufacture of consumer or industrial products interests 19 overseas firms

Suggest license, joint-venture arrangements with American concerns to make chemical, rubber, metal products; clothing or textiles; industrial, store or electrical equipment; food

Licenses or joint ventures are sought for varied products by firms in many countries.

The products involved are chemicals, clothing and textiles, electrical and electronic equipment, fabricated metal products, frozen desserts, general industrial equipment, plastics and rubber products and store equipment.

Chemicals

Germany. A manufacturer of resins seeks licenses to produce additional resins—phenolic, nonplasticized resol, plasticized and nonplasticized urea, melamine and dispersions and unsaturated polyester. Robert Kraemer, P.O. Box 662, Bremen.

Netherlands. License or joint venture sought to produce organic fine chemicals. A. Mascheijer Jr., N.V., 65 Omval, Amsterdam.

Clothing, textiles

Australia. Manufacturer interested in licensing agreement for production of men's sport shirts of average to high quality. Wembley Wear Pty., Ltd., 3 Parker St., Sydney.

Denmark. Textile manufacturer seeks joint venture for production of yarn, particularly synthetic fiber or mixed fiber. Additional information is available from the Office of International Investment, Code 1068, Department of Commerce, Washington 25, D.C.

Italy. Firm that makes ladies' undergarments would like joint venture with American manufacturer of brassieres, miscellaneous underwear articles for women and bathing suits. S.A.F.T.E., Via Trecate 9/A, Turin.

Electric, electronic equipment

Belgium. License or joint venture sought to produce television receivers, radios, radiotelephones and related products. Soc. Belge de Telecommunications, 15-19 rue des Fabriques, Zaventem.

France. Firm specializing in production of electrical and electronic automation, regulation, measuring and controlling equipment seeks licensing arrangements to manufacture measuring, controlling and regulating devices; circuit breakers; time-pulse relays; direct-current relays; signal lamps; sequence switches and other related equipment. Soc. Servelec, 10-18 rue Roux Soignat, Lyon (Rhone).

Manufacturer of stamped sheetmetal articles interested in licensing arrangements for production of household appliances. Labbe S.A., Ave. Jean Jaures, Saint-Florent (Cher).

License sought for manufacture of household electrical appliances, electric portable tools, transistor-type record players, small electric motors and other electromechanical equipment. Cie Industrielle Singer, Bonnières-sur-Seine (S.&O.).

Fabricated metal products

Australia. Glass window manufacturer seeks license to fabricate U.S.-designed aluminum windows, doors, shop fronts, curtain walls and partitions. Astor Glass Works Pty., Ltd., Parkham Place, Surry Hills, N.S.W.

Germany. Manufacturer of bottle seals seeks license to make a lock-type crown with a spring lever which, when flipped up, releases the crown in perfect shape for reclosing. Wilhelm Scheidt K.G., 168 Haupstrasse, Gruene bei Iserlohn.

Food products

Belgium. Firm engaged in making frozen desserts seeks joint venture to produce ice cream and related foods. Viking International S.A., 31 rue de la Science, Brussels 4.

General industrial equipment

England. Firm which manufactures precision components for aircraft industry seeks license to produce machine tool accessories, pumps, gear boxes, valves, aircraft ground equipment and pneumatic controls. Davies-Charlton, Lowther Lane, Foulridge, Colne, Lancashire.

Germany. Manufacturer seeks license or joint-venture arrangements to make component parts for analog and digital controllers and measuring control installations. Brucker & Co., Postfach 241, Sieburg 52.

Sweden. License sought to manufacture hydraulic presses, aluminum tubes and air-purification equipment. Hjo Mekaniska Verkstad, Hjo.

Plastic, rubber products

Germany. Manufacturer interested in being licensed for production of plastic swimming pools. Keramikhof Irdenbrand, 4171 Sevelen Kr., Geldern.

Netherlands. Manufacturer of rubber and plastic products for various industries seeks license to make different kinds of rubber articles by injection molding. Rubberfabriek "Helvoet," N.V., 76 Moriaanseweg, Hellevoetsluis.

Spain. Manufacturer of plastic buttons seeks joint venture to modernize present operations and obtain technical know-how. Riosol, Fabrica de Botones, La Serna 4, Leon.

Store equipment

Germany. Manufacturer of wire, chains and steel furniture seeks license to make wire and tubular-steel store equipment such as displays and merchandisers for counters, floors and walls as well as wire baskets and carts. Eisen- und Drahtwerk Erlau AG, P.O. Box 121, 7080 Aalen/Wuerttemberg.

Growth potentials seen in Bolivia

16 development projects cited for chemicals, nonmetallic minerals, forests and farms

A chemical engineer, working for Bolivia's Ministry of Economy and the U.S. Operations Mission to Bolivia, has prepared comprehensive reports on development possibilities in nonmetallic minerals, industrialization of forest and agricultural products and existing chemical plants.

A sample of the 16 projects studied in the above 3 areas by V. S. DeBeausset include: Soda ash and caustic soda, sulfur, explosives, sugar, tannin extract, glass, cement and particle boards. These reports are not merely surveys for each report contains specific recommendations as to the steps to be taken and stages to be completed to reach a desired objective.

Background work for Mr. DeBeausset's study included visits to raw material deposits, surveys of availabilities, purity and costs to production centers, as well as a determination of the compounds which could be produced economically. Recommendations on location and cost of plants also appear in the study.

Copies of the Bolivian feasibility study are available on a loan basis through the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

NATO projects in Turkey opened to U.S. bidders

Two construction projects in Turkey, estimated to cost a total of $1.3 million, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

One project, reference 6430.16.4/63, at an estimated cost of $980,000, calls for construction of special storage and ammunition storage facilities at one location. The work includes buildings, access roads, parking areas, shelters, communications, electric distribution, heating, and fuel supply. It is scheduled for completion before Sept. 30, 1964.

The other project, estimated to cost $320,000, calls for construction of fuel storage tanks, connection pipe-line, and related work. Reference number is not stated.

Firms interested in bidding on the special and ammunition storage project should submit their application on a prescribed form before Feb. 28, to T. C. Milli Savunma Baskanligi, NATO Hava Enfrastruktur Grup Baskanligi, Paris Caddesi 52, Kavaklidere, Ankara, Turkey.

Companies wanting to bid on the fuel storage tanks should submit their application on a prescribed form before March 9 to Bayindirlik Bankanligi, Hava Meydanlari ve Akaryakit Tesisleri, Insaat Baskanligi, Ataturk Bulvari No. 140, Kavaklidere, Ankara, Turkey.

Copies of the prescribed forms are available to eligible U.S. firms from BDSA's Commodity Export Staff, Room 4317, Department of Commerce, Washington 25, D.C.

Firms not already certified to participate in NATO bidding should send a resumé of their qualifications to the Commodity Export Staff, BDSA 111, Department of Commerce, Washington 25, D.C. This procedure is described in a brochure on the NATO international competitive bidding program available from the Staff Office.

Pakistan needs equipment for locomotive backshop

The Government of West Pakistan has invited tenders for equipment for a diesel-electric locomotive backshop, Rawalpindi on the Pakistan Western Railway.

Tender PD-63/PMP/2/TDR and documents may be procured from the Office of the Secretary, Railway Board, Empress Rd., Lahore, for (cash), $5.10 per set not refundable. Postal stamps, postal orders, bank draft or certificates are not acceptable. Closing date for bids is March 11.

Tender documents may be reviewed in Room 4320, Transportation Equipment Division, BDSA, Department of Commerce, Washington, D.C.

Kuwait invites competition for pavilion architecture

The Government of Kuwait announces an architectural competition, open only to registered U.S. architects, for the design, plans and specifications, bid documents, supervision of construction, and eventual demolition of a pavilion to be erected at New York World's Fair (1964-65).

Site of the pavilion at the fairgrounds contains 6,000 square feet, only 60% of which may be used for construction. Maximum height of any element of the structure should not exceed 45 ft.

The pavilion should incorporate the following basic elements in its design: exhibit area, 1,600 square ft.; auditorium, 900 square ft.; administration offices, 250 square ft.; lounge, including kitchenette and wash rooms, 500 square ft.; and store room, 350 square ft.

Jury for the competition will include Kuwait's New York World's Fair Committee and 4 architects. Three prizes will be offered: First prize, $4,000; second, $3,000; and third, $2,000. Final decision of the jury is binding.

Further details, including suggestions on architectural type desired, drawings, miscellaneous data required, cost estimates, and time schedule may be obtained from the Embassy of Kuwait, 2500 Calvert St., Washington, D.C.

Additional information and clarification desired by participating architects may be acquired by contacting Charles Poletti, Vice-President, International Affairs and Exhibition, New York World's Fair Corp., Flushing Meadow Park, Flushing 52, New York.

A copy of the competition announcement is available from BDSA's Commodity Export Promotion Staff, Room 4317, Department of Commerce, Washington 25, D.C.

Printing paper, boards called for in Greece

The Hellenic Telecommunications Organization, Ltd. (OTE), Supply Department, Athens, calls for bids for the supply of approximately 800 metric tons of printing paper and board to be used for the edition of Telephone Directory.

Items covered by tender 6176 include 700,000 kg. groundwood printing paper, 45 grs. per sq. m. in 86 cm. wide rolls; 60,000 kg. white bristol cover sheets, 300 grs. per sq. m. in sheets 63 x 100 cm.; 37,000 kg. partition cardboard, yellow, 180-200 gr. per sq. m. in size 63 x 86 cm.; 2,800 kg. writing paper (directory cardboard), 100 grs. per sq. m. in size 70 x 100 cm. Bid deadline is March 5.

Sealed bids should be submitted by registered letter to the Supply Committee of OTE (President of the Supply Committee), 4 Sophocles St., 6th Floor, Room 3, Athens, Greece.

Copies of specifications, including bidding instructions, are available to U.S. firms located in the U.S. from the Forest Products Division, BDSA, Room 4003, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-3003).

Powerhouse construction scheduled in Pakistan

The Karachi Electric Supply Corp., Ltd., has invited bids for supply and erection of a complete civil works construction project, Phase 4, including a complete power plant building superstructure and structural ancillary equipment for the Korangi Thermal Power Station under tender 2300; bid deadline is March 28.

Specifications may be obtained for $300, returnable under certain conditions, or they may be reviewed at the Kuljian Corp., 1200 N. Broad St., Philadelphia, Pa. AID will provide the financing.

A copy of the tender notice is available for review only in Room 4124, Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

Australia plans to ask bids for pumping plant

The Snowy Mountains Hydro-Electric Authority (SMA), Cooma North, N.S.U. Australia will invite tenders in mid-1963 for a pumping plant for its Jindabyne Pumping Station.

This station is to be part of the Snowy-Murray section and will pump water from the Jindabyne Reservoir into the Snowy-Geehi Tunnel.

It will consist of 2 pump groups, each containing a vertical booster pump and motor and a horizontal main pump and motor with delivery valve and Pelton starting turbine.

Each group is to have an approximate rating of 450 cu. ft. per sec. against a total head of 760 ft. with the eyes of the main pumps approximately 62 ft. above the minimum level of the suction ponds.

Separate contracts will be awarded for the pumps, starting turbines and delivery valves, and for the motors. Tenderers for the pumps and motors must collaborate. To achieve this, SMA requires interested pump manufacturers to notify SMA to that effect before March 1.

The list compiled from these notifications will be published as part of the specification, and tenders will be considered only from those pump manufacturers so listed.

As soon as plans and specifications for these contracts are issued by SMA, they will be announced.

New Zealand invites bids for television translators

The New Zealand Broadcasting Corp. in Wellington is inviting bids for television translators and suitable receiving and transmitting antennas for use with the translators. Technical standards will conform with CCIR recommendations.

The equipment is intended to operate on frequencies between 41 and 88 mc. and between 174 and 216 mc., with power output ranging from 0.1 watt upwards.

Amplitude frequency response would be such that the received channel will be transmitted in the new channel with not more than 0.5 db. attenuation. Quantities have not been shown, but bidders are invited to specify unit prices as affected by the number of translators ordered.

Closing date for bids under tender M2054 is March 26. Copies of tender documents and specifications are available from the New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Specifications and bidding instructions may be reviewed in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C. (telephone: WO 7-2334).

Bids requested in Ireland for bucket ladder dredge

The Cork Harbour Commissioners, Cork, Ireland are inviting bids on a non-propelled bucket ladder dredge with a capacity of about 800 tons per hour from a depth of about 40 feet in almost all kinds of bottom material.

They must be able to load hopper barges from either side. Alternate types of dredges will be considered.

Copies of specifications may be obtained from the Cork Harbour Commissioners, Harbour Office, Cork, Ireland. Bid deadline is April 1.

TV transmitting towers sought in New Zealand

The New Zealand Broadcasting Corp. in Wellington is inviting bids for the manufacture, supply, and erection of self-supporting towers, radiating systems, feeders, and auxiliary equipment for 4 television transmitting sites:

One at Auckland, and 3 located tentatively at Waikato, Manawatu, and Canterbury respectively.

Each tower will ultimately mount 2 radiating systems; the height of each will be such that the center of the lower antenna will not be less than 350 feet from ground level. Two programs will eventually be transmitted from each site, both at not less than 100 kw., E.R.P.

Closing date for bids under tender M1981 and specification 5093 is April 19. Copies of tender documents and specifications, including maps, are available from the New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C. Interested U.S. firms can also review the specifications and bidding instructions in the Electronics Division, BDSA, Room Room 4125, Department of Commerce, Washington 25, D.C. (telephone: WO 7-2334).

Turkish Government announces underwater pipeline project

The Istanbul Municipal Water Works Administration invites bids on construction of an underwater pipeline in the Bosphorous, between Baltalimani and Kanlica, to connect the water networks of the European and Asian sections of Istanbul. Contracts will be awarded on April 16.

U.S. firms interested in obtaining, without charge, preliminary specifications and a description of the project are requested to write to Mr. Asim Tufan, Director, Istanbul Belediyesi, Sular Idaresi Mudurlugu, Istanbul, Turkey.

Bids requested in Pakistan for oil berth construction

Bids are invited until March 25 for construction of a New Oil Berth south of and in continuation of the existing Bulk Oil Pier Extension in the Karachi Harbour at an estimated cost of approximately $1,848,000 (about Rs. 88 lakhs).

The New Oil Berth will consist of a central jetty 235 feet long with an operational depth of 36 ft. of water alongside, to accommodate tankers up to 32,000 tons dead weight, with 4 mooring dolphins, 2 on either side and an approach arm about 900 ft. long having a pipe track, roadway and a turning bay.

Tender documents covering this project, No. Planning/4/III, may be obtained from the Office of the Chief Engineer, Karachi Port Trust, for a non-refundable sum of approximately $42 (Rs. 200) per set, to the Habib Bank, Ltd., K.P.T. Branch, Karachi.

Port agency in Ceylon to buy hopper barges

The Colombo Port Commission requests bids on 2 hopper barges of 150 cubic yards each with the following dimensions: 75 ft. in length, 22 ft. beam and 7'6" moulded depth.

Copies of specifications may be obtained from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. Bid deadline is April 3.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**

● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**

★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**

WTD **indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

011 Field Crops

CHILE—Raw cotton. Tejidos Caupolican, S.A. (manufacturer). Morande 341, Casilla 14-D, Santiago. WTD 12/17/62.

ISRAEL—Hay for feeding purposes, 3,000 metric tons; for March or April single delivery; requests prompt offers with price quotations f.o.b. U.S. port and/or c.i.f. Haifa, and freight charges. Dov Rosenhek, Municipal Council Shaar Hanegev (municipality), Sdoroth.

012 Fruit

GERMANY—Fresh apples, pears, oranges, lemons and grapefruit; requests replies in German. Hans Kuelter Kom.-Ges. (importer, wholesaler), 5195 Zweifall ueber Stolberg. WTD 1/24/63.

013 Livestock

SPAIN—Baby chicks for best quality broilers; interested in contacting shipper in Jacksonville, Fla. area. Granja Avidesa (Avicultura y Derivados), (poultry raiser), P.O. Box 36, Alcira, Valencia. WTD 1/8/63.

101 Iron Ores

ITALY—Iron ore. Direct purchase and agency. Dott. Alberto Sommariva (agent), Via S. Orsola 8, Milan.

104 Gold, Silver Ores

ITALY—Pure silver and silver ore concentrates; requests replies from producers only. Direct purchase and exclusive sales indent agency. Ditta Cesare Zannetti, Metalli Preziosi (manufacturer, dealer), Via delle Carrozze 41, Rome.

121 Bituminous Coal

ITALY—Steam coal. Direct purchase and agency. Dott. Alberto Sommariva (agent), Via S. Orsola 8, Milan.

131 Crude Petroleum

● **URUGUAY**—Crude petroleum, 100,000 cubic meters, with option for additional 100,000 cubic meters, tender 5050, bid deadline March 5. Administración Nacional De Combustibles Alcohol Y Portland, Casilla De Correo 1090, Montevideo. Copies of specification and tender notice (in Spanish) may be obtained from Embassy of Uruguay, 2362 Massachusetts Ave., NW., Washington 8, D.C. A copy (also in Spanish) is available for review only in Room 4213, Department of Commerce, Washington, D.C.

200 Food

HONG KONG—Provisions, particularly

confectionery, chocolate slabs and bars, jelly crystals, evaporated and condensed milk, processed peas, canned abalone, peanut butter, and rolled oats. Davie, Boag & Co., Ltd. (manufacturer's agent, importer, exporter), Jardine House, P.O. Box 229, Hong Kong. WTD 8/7/62.

201 Meat Products

GERMANY—Canned chickens and deep frozen poultry. Heinrich Paas (importer, wholesaler), 97 Bruckmannstr., 43 Essen. WTD 1/22/63.

Canned meat of all kinds. Sibylle Baum K.G. (wholesaler), Halle IV, 5 Koeln, Schlachthof. WTD 1/23/63.

GREECE—Frozen meat and poultry. N. Potamianos & Co. (importer, wholesaler), 3 & 3-A Aristogitonos St., Athens. WTD 1/15/63.

203 Canning, Preserving Fruits, Vegetables

GERMANY—Canned fruit, vegetables and juices; dried fruit, such as dates, raisins, apricots and plums. Heinrich Paas (importer, wholesaler), 97 Bruckmannstr., 43 Essen. WTD 1/22/63.

204 Grain Mill Products

FRANCE—Animal feeding products. Société Francaise de Compléments Alimentaires—S.O.F.C.A. (manufacturer), 31 rue Tronchet, Paris 8e. WTD 11/30/62.

SPAIN—Mixed feed bases composed of soybean and fish meal; blood and meat meal; powdered milk. Granja Avidesa (Avicultura y Derivados), (poultry raiser), P.O. Box 36, Alcira, Valencia. WTD 1/8/63.

209 Miscellaneous Foods

ITALY—Animal fats for making soap; about 500 metric tons monthly. Saponificio Francesco Micale (manufacturer), Corso del Mille 249, Palermo. WTD 1/21/63.

220 Textile Mill Products

FRANCE—Supplies for manufacture of corsets and brassieres; requests replies in French. Creations C.G.S. (manufacturer), 24 ave. Daumesnil, Paris 12e. WTD 11/21/62.

Supplies for manufacture of corsets and brassieres; requests replies in French. Société Sacor (manufacturer), 11/11 bis rue Jacques Coeur, Paris 4e. WTD 11/26/62.

GERMANY—Cotton, silk and nylon fabrics for production of typewriter ribbons; requests replies from manufacturers only. Albert Padberg (manufacturer), 39 Sonnbornerstr., Wuppertal-Sonnborn. WTD 3/22/62.

HONG KONG—Textiles, wool knitting yarns, not retail make up; glove and novelty fabrics, all materials, monofilament nylon and worsted suitings. Davie, Boag & Co., Ltd. (manufacturer's agent, importer, exporter), Jardine House, P.O. Box 229, Hong Kong. WTD 8/7/62.

228 Yarn, Thread

FRANCE—Monofilament nylon and other synthetic yarns. Direct purchase and agency. AFINOR—Association Francaise d'Industriels du Nord (importer, exporter), 61 rue du Faubourg de Bethune, Lille (Nord). WTD 11/9/61.

LIBYA—Rayon yarns. Direct purchase and agency. Hadi Ibrahim Ghellali (merchant, commission agent), 94 Sc. 24 December, Tripoli.

229 Miscellaneous Textile Goods

ITALY—Plastic upholstery material; samples available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, U.S. Department of Commerce, Washington 25, D.C. (WO 7-4675). Direct purchase and agency. Italarredo di Carlo Molteni (wholesaler), Via Felice Casati 13, Milan.

SWEDEN—Perforated nonwoven fabrics; samples available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, U.S. Department of Commerce, Washington 25, D.C. (WO 7-4675). Direct purchase and agency. Winex (wholesaler, agent), Norra Vallgatan 118, Malmo.

230 Apparel

LIBYA—Good quality shirts, neckties, clothing in general. Direct purchase and agency. Hadi Ibrahim Ghellali (merchant, commission agent), 94 Sc. 24 December, Tripoli.

232 Men's, Youths', Boys' Furnishings

GERMANY—Men's slacks made of mixture of polyester and wool. H. Baumeister K.G. (manufacturer, importer), 19 Jaegerstr., 415 Krefeld. WTD 8/1/62.

New and first quality types of haberdashery. Jochum & Jungmann (manufacturer), 106-114 Uerdingerstr., 415 Krefeld. WTD 1/23/63.

235 Hats

GERMANY—Felt and leather hats. Exclusive distributorship on direct purchase. Heinrich Balke Hut- und Muetzenfabrik (manufacturer, importer, exporter), 100 Papelstr., Bremen. WTD 12/3/62.

240 Lumber, Wood Products

FRANCE—Coniferous woods, wooden panels, other wood construction items; requests replies in French. Bois Import (dealer), rue des Poilus, Dunkerque (Nord).

Plywood, wallboards. Ets. Marcel Miguet (dealer), 29-31 rue Titon, Paris 11e.

Plywood, veneer, and particle board; requests replies in French. Direct purchase and agency. La Sylve (dealer), 15 rue Ronsard, Bourges (Cher).

Wood veneer, panels of novel character, such as lath, plywood, particle board; requests replies in French. Direct purchase and agency. Lucien Gauchet (dealer), 98 rue Edouard Vaillant, Montreuil s/Bois (Seine).

242 Sawmill Planing Mill Products

FRANCE—Black walnut, veneer quality. Eurobois (exporter, importer), 52-54 rue Crozatier, Paris 12e.

Lumber, all kinds; requests replies in French. Maison Louis Pigault (manufacturer, exporter, importer), 57 rue de Montreuil, Paris 11e.

Douglas fir, hemlock, pitch pine, redwood, red cedar; requests replies in French. Ets. M. Lombart (dealer, importer, exporter), 148 rue des Soupirants, Calais (Pas-de-Calais).

Unusual woods for veneer; requests replies in French. Direct purchase and agency. Société Porex (manufacturer, exporter), 11 Passage Stinville, Paris 12e.

243 Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—New types of veneer; requests replies in French. Direct purchase and agency. Société Porex (manufacturer, exporter), 11 Passage Stinville, Paris 12e.

Decorative wood panels, other materials for home construction; requests replies in French. Société Paul Guimier (dealer), 42 rue Rene Boulanger, Paris 10e.

Wooden panels, including decorative, for home construction; requests replies in French. Direct purchase and agency. Ets. Andre & Cie. (dealer), place Tolstoi, Denain (Nord).

Plywood and other items for concrete forms; requests replies in French. Paul Rambert & Cie. (importer, dealer), 161 avenue Victor Hugo, Aubervilliers (Seine).

Wood items, special plywoods; requests replies in French. Ets. Fontvieille (manufacturer), rue du Marechal Leclerc, Dunkerque (Nord).

249 Wood Preserving

■ **SPAIN**—Railroad cross ties, Type I, regular, Type II, switch. Loan 51; U.S. source. Specification # 16. Bid deadline Feb. 28. Red Nacional De Los Ferrocarriles Espanoles, Oficina de Ayuda Económica, Paseo del Rey 10, Madrid 8. Copies of bidding specifications may be obtained from Commercial Office, Embassy of Spain, 2558 Massachusetts Ave., NW., Washington 9, D.C.★

262 Paper

GERMANY—Cotton paper; requests replies from manufacturers only. Isola Werke AG (manufacturer), Postfach 236, 516 Dueren/Rhld. WTD 1/29/63.

● **IRAN**—Paper, 400 tons white paper in quality as per specifications. Item 1, 150 tons, 90 grs./sq.m. in bobbins 500 mm. wide; item 2, 250 tons in bobbins 610 mm. wide. Deadline for sealed bids May 5. Iranian Tobacco Monopoly, Tehran. (Telephone: WOrth 7-3003.)★

● Paper, 600 tons in quality and color as per samples and specifications. Item 1, 100 tons, blue, 110 grs./sq.m. in bobbins 492 mm. wide; item 2, 300 tons, red, 110 grs./sq.m. in bobbins 589mm. wide; item 3, 200 tons, yellow, 110 grs./sq.m. in bobbins 492 mm. wide. Deadline for sealed bids April 27. Iranian Tobacco Monopoly, Tehran. (Telephone: WOrth 7-3003.)★

● Kraft paper. 175 tons 50 grs./sq.m. in quality as per sample and specifications. Item 1, 70 tons in size 40 x 42 cm.; item 2, 100 tons in size 35 x 50 cm.; item 3, 5 tons in size 41 x 35 cm. Deadline for sealed bids April 14. Iranian Tobacco Monopoly, Tehran. (Telephone: WOrth 7-3003.)★

● Paper: 154 tons of white and colored paper in sheets and bobbins in accordance with samples and specifications. Item 1, 100 tons white paper, 80 grs. per sq. m., 70 x 100 cm., grain short; item 2, 12 tons light blue paper, 60 grs. per sq. m., 90 x 72 cm., grain short; item 3, 12 tons light pink paper, 90 x 72 cm., grain short; 30 tons white paper, 90 gr. per sq. m. in bobbins 613 mm. wide. Deadline for sealed bids May 15. Iranian Tobacco Monopoly, Tehran. (Telephone: WOrth 7-3003.)★

263 Paperboard

● **IRAN**—Paperboard: 630 tons of cardboard 425 grs./sq.m. 0.53 to 0.62 mm. thick in quality in accordance with samples and specifications. Item 1, 200 tons duplex, in bobbins 470 mm. wide; item 2, 200 tons triplex, in bobbins 470 mm. wide; item 3, 50 tons duplex, in bobbins 452 mm. wide; item 4, 50 tons triplex, in bobbins 452 mm. wide; item 5, 130 tons duplex, in sheets 72 x 50 cm., grain long. Deadline for sealed bids May 1. Iranian Tobacco Monopoly, Tehran. (Telephone: WOrth 7-3003.)★

264 Converted Paper, Paperboard Products

HONG KONG—Waxed packaging paper for candies. Davie, Boag & Co., Ltd. (manufacturer's agent, importer, exporter), Jardine House, P.O. Box 229, Hong Kong. WTD 8/7/62.

● **IRAN**—Cigarette Paper booklets, 20 million, size 70 x 40 mm., 60 sheets per booklet, in quality as per sample and specifications. Deadline for sealed bids

April 3. Iranian Tobacco Monopoly Tehran (Telephone: WOrth 7-3003.)★

280 Chemicals, Allied Products

GERMANY—Carbon black, oils, dyestuffs, and paints for production of typewriter ribbons; requests replies from manufacturers only. Albert Padberg (manufacturer), 39 Sonnbornerstr., Wuppertal-Sonnborn. WTD 3/22/62.

281 Industrial Chemicals

CHILE—Anilines for textiles. Tejidos Caupolican, S.A. (manufacturer), Morande 341, Casilla 14-D, Santiago. WTD 12/17/62.

FRANCE—Chemical products used in paper and leather industries. Direct purchase and agency. Solucom Chimie (importer, dealer), 5 rue Maurcie Berteaux, La Courneuve (Seine).

Tanning products; requests replies in French. Compagnie Francaise des Extraits Westphalen (manufacturer), 39 rue Cambon, Paris 1er.

GERMANY—Emulsifiers, additives and inhibitors for mineral oils. Exclusive distributorship on direct purchase and commission agency for Western Europe. Sudfeldt & Co. Chemische Fabrik (manufacturer, importer, exporter, wholesaler), 11 Bruchstr., Melle.

Monosodium glutamate in 5-10 ton lots. Schlubach & Co. GmbH (importer), Pelzerstr. 13, Hamburg 1.

HONG KONG—Commercial solvents, industrial chemicals. Davie, Boag & Co., Ltd. (manufacturer's agent, importer, exporter), Jardine House, P.O. Box 229, Hong Kong. WTD 8/7/62.

● **IRAN**—Calcium carbide, lump; 10,000 kgo.; tender 41/282 bid deadline March 14. Iranian State Railways, Tehran; delivered c.&f. Khorramshahr or Bandar Shahpour. (Telephone: WO 7-3465.)★

ITALY—Methyl parahydroxybenzoate and propyl parahydroxybenzoate, both as pure products for laboratory use, and for industrial use as fermentation preventers; considerable quantities. Export Vini S.r.l. (wine merchant, importer, exporter), Via F. Zuccari 2/a, Rome. WTD 3/3/60.

282 Plastics Materials, Synthetic Resins, Rubber

GERMANY—Monomeric vinyl acetate, 500 metric tons annually; requests price quotations c.i.f. Bremen. Heinrich Ratjen (manufacturer), Nienburg/Weser, P.O. Box 263. WTD 8/22/62.

Alpha cellulose; sodium cellulose; requests replies from manufacturers only. Iscla Werke AG (manufacturer), Postfach 236, 516 Dueren/Rhld. WTD 1/29/63.

Sulphite and sulphate cellulose, bleached and unbleached. Teck GmbH (importer, exporter, wholesaler), 36 Koenigstr., 7000 Stuttgart. WTD 1/23/63.

283 Drugs

HONG KONG—Pharmaceuticals. Davie, Boag & Co., Ltd. (manufacturer's agent, importer, exporter), Jardine House, P.O. Box 229, Hong Kong. WTD 8/7/62.

IRAQ—Wide range of pharmaceutical products; requests replies from manufacturers only. Direct purchase and agency. Baghdad General Supply Stores (importer, wholesaler, retailer, agent), P.O. Box 123, Sa'doun St., Baghdad. WTD 9/4/62.

284 Soap, Perfumes, Cosmetics

FRANCE—Beauty articles, all kinds except powder puffs. Direct purchase and agency. G. Lerevenu (manufacturer, dealer), 19 rue des Quinconces, Rosny-sous-Bois (Seine).

GERMANY—Perfumes, eau de cologne, eau de toilette, cosmetic articles; requests replies from manufacturers only. A. Moras & Comp. (importer, manufacturer, exporter), 14-18 Gertrudenstr., 5 Koeln a. Rh. WTD 1/28/63.

HONG KONG—Toilet and washing soap. Davie, Boag & Co., Ltd. (manufacturer's agent, importer, exporter), Jardine House, P.O. Box 229, Hong Kong. WTD 8/7/62.

285 Paints

GERMANY—Paint that will withstand mixture of condensed water and oil in shifting gears with at least 2 years guarantee. Gustav Adolf Boddenberg (importing distributor), 15a Suedstr., 401 Hilden/Rhld. WTD 10/26/62.

289 Miscellaneous Chemical Products

GERMANY—Synthetic lubricating oils for aircraft. W. P. van Laar K.G. (importer, wholesaler, manufacturer), 6 Dechenstr., 403 Ratingen. WTD 8/1/62.

Synthetic lubricants, fire-resistant hydraulic fluids; requests replies from manufacturers only. "Brenntag" Mineraloel-, Chemikalien-und Schaffahrts-Gesellschaft mbH (importing distributor), 4 Wilhelmstr., 433 Muelheim/Ruhr. WTD 6/14/62.

291 Petroleum Refining

GERMANY—Petrolatum (crude petroleum wax). Direct purchase and brokerage. Karl Kober (refiner, importer, broker), Zoellnerstr. 25, Hamburg-Bahrenfeld.

Light fuel oil; requests replies in German. Kohlen-Ley oHG (wholesaler, retailer), 775 Konstanz a. Bodensee, P.O. Box 99.

Gas oil, marine diesel oil distillates, extra light heating oil for bunkering purposes; offers storage and distribution services for such products for U.S. account. Diersch & Schroeder (importer, exporter, manufacturer, wholesaler), Cuxhavenerstr. 42/44, Bremen. WTD 4/5/61.

Extra light fuel oil, considerable quantities; requests replies from manufacturers in German with price quotations c.i.f. Rotterdam or Amsterdam. Direct purchase and agency. Ital & Co. (importer, wholesaler, commission merchant), 17 Schillerstr., 405 Moenchengladbach. WTD 1/10/63.

Additives, bright stock, and Pennsylvania mineral oil. Friedr. Fruend & Co. K.G. (refinery), 22 Briefsweg, 46 Dortmund-Asseln. WTD 1/9/62.

Extra light fuel oil, monthly shipments of 10-15,000 tons; requests replies in German with price quotations c.i.f. Rotterdam. A. J. Lenzen, Mineraloel-Handelsgesellschaft mbH (importing distributor, wholesaler), Postfach 13, 4051 Breyell/Rhld. WTD 1/9/63.

Liquid paraffin for technical and pharmaceutical purposes; refined oils of all kinds, especially for lacquer, rubber, and plastics industries. Direct purchase and agency. Carl E. Brandes (importer, sales agent), Walderseestr. 4, Hannover.

Fuel oil No. 2. Defrol Mineraloelhandel GmbH (importer, wholesaler), 99-103 Huyssenallee, 43 Essen. WTD 1/23/63.

Gasoline and diesel oil, fuel oil, petroleum-based lubricants; requests replies from manufacturers only. "Brenntag" Mineraloel- Chemikalien-und Schiffahrts-Gesellschaft mbH (importing distributor), 7 Wilhelmstr., 433 Muelheim/Ruhr. WTD 6/14/62.

Lubricating oil for industrial purposes and for motor cars. Mirag Mineraloel Gesellschaft mbH (wholesaler, importer), Postfach 5, 5 Koeln-Braunsfeld 2. WTD 1/30/63.

Gas oils and fuel oils 1-6. Kloeckner Heizoelhandel GmbH (importer, wholesaler, sales agent), 27-33 Memelstr., 41 Duisburg. WTD 1/31/63.

Extra light fuel oil. Leonhard Leidel K.G. (importer, wholesaler, exporter), Postfach 28, 5047 Wesseling Bez. Koeln. WTD 1/31/63.

307 Miscellaneous Plastics Products

GERMANY—Consumer plastic goods; requests replies in German with price quotations c.i.f. Hamburg. Direct purchase and agency. Allgemeine Verkaufsges. mbH (importer, wholesaler), 12 Starkenburgring, Offenbach/Main.

ITALY—Plastic laminates. Ricagni, S.r.l. (manufacturer), Via Mecenate 71, Milan.

■ **PAKISTAN** — Thermoplastic moulding compound A-1 White, P.V.C. A-1 color; P.V.C. A-2, P.V.C. B-1 and B-2. Loan 53; U.S. source. IL#032086. Credit amount $10,500. Bid deadline Feb. 27. J. Dowdy Industries, 10-D Block No. 6, P.E.C.H.S., Karachi, Cable: DOWDY, Karachi.

SWITZERLAND—Best quality safety plastic protectors for use on spike heels of ladies' shoes to protect floors and carpets. David Itkin (importing distributor), P.O. Box 2726, Zurich 23. WTD 1/17/63.

326 Porcelain Electrical Supplies

■ **THAILAND**—Insulators, pins. Loan 19; worldwide. Invitation PDC-MEA-149. Bid deadline March 6. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

327 Concrete, Gypsum, Plaster Products

GERMANY—Modern building materials, such as acoustical ceilings, wall and floor coverings; requests replies in German. Direct purchase and agency. Peter Haecker & Co. (manufacturer's agent), Gabelsbergerstrasse/Gueterbahnhof, 5 Koeln. WTD 1/10/63.

Boards made of bagasse (residue of sugar cane or sugar beets), for building and insulation purposes; requests replies from manufacturers only. Comex Textil-Veredlungs- u. Vertriebsgesellschaft mbH (importer), 22 Klosterstr., Duesseldorf. WTD 5/23/61.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

GERMANY—Modern building materials, such as acoustical ceilings, wall and floor coverings; requests replies in German. Peter Haecker & Co. (manufacturer's agent), Gabelsbergerstrasse/Gueterbahnhof, 5 Koeln. WTD 1/10/63.

331 Steel Mill Products

BARBADOS—Corrugated galvanized sheets, 8/3 corrugation. West Indian Suppliers Co., Ltd. (commission agency), Rickett St., Bridgetown. WTD 1/22/63.

GERMANY—Chrome and chrome nickel steel in sheets and strips; thickness 0.6 to 1 mm.; requests replies from manufacturers only. Rollmann & Tovar GmbH (manufacturer), 1-3 Ostbredenstr., 473 Ahlen/Westfalen. WTD 1/11/63.

HONG KONG—General metals, including black plates, 29 B.G. and lighter; tinplate waste waste, 18" x 24" and larger; iron and steel plates of 3/18"; iron and steel joists, tees, channels and angle bars of different sizes and gauges; iron and steel tubes and pipes of 6" N.B. and under. Davie, Boag & Co., Ltd. (manufacturer's agent, importer, exporter), Jardine House, P.O. Box 229, Hong Kong. WTD 8/7/62.

■ **INDIA**—Cold reduced general purpose grade drawing quality steel sheets, 10'-0" x 3'-6" x 20 BG; same, size 9'-0" x 3'-6" x 20 BG; same, 2,480 mm. x 1,060 mm. x 24 BG; cold reduced enamelling grade drawing quality steel sheets, 9'-0" x 3'-6" x 20 BG. Loan 159; U.S. source. IL#DL/77/664/02 1 01/0033. Bid deadline Feb. 28. Kalinga Industries, Ltd., Light Engineering Dept., 33 Chittaranjan Ave., Calcutta 13.

■ Prime stainless steel sheets conforming to AISI Standard 316 and/or 321 in 2D finish, AISI 321, quality, 8' x 4' x .064", 5; AISI, 316, 6' x 3' x .080", 1 m.t., AISI 326, 6' x 3' x .128", 1 m.t.; AISI 316, 8' x 3' x .064", 1 m.t. Loan 217; U.S. source. Import License #BL/5535/02301/215. Bid deadline Feb. 27. Calico Industrial Engineers, P.O. Box 7358, Andheri, Bombay 58, Cable: DYEPRINT.

■ Cold rolled steel sheets, dull finished and oiled, 22 SWG and 24 SWG, 8' x 4', about 20 tons, in steel packing of each about 2 m.t. with skids; hot rolled electrical steel sheets, AISI M19, .0140 thickness, core loss, .57, 30 m.t.; M17, .0140, .51, 30 m.t. Loan 217; U.S. source. IL#DL/55/981/021/0203 and IL#DL/55/891/02101/0172. Bid deadline Feb. 27. Allt Radio Corp., 34 Vithaldas Rd., P.O. Box 2057, Bombay 2.

■ High tensile galvanized steel wire for manufacture of aluminum conductor steel reinforced to BSS 215 latest to be read in conjunction with latest amendment and BSS 443, 85 tons. Loan 217; U.S. source. Bid deadline Feb. 28. The National Insulated Cable Co. of India, Ltd., "Nicco House," 1 & 2 Hare St., Calcutta 1. Cable: MEGOHM.

■ Enamelling iron sheets, size 9' x 4' x 20 G, 80 m.t.; stainless steel sheets 18/8 quality, non-magnetic 2B finish in coils, size 16½" x 26 SWG, 6.5 m.t. Loan 217; U.S. source. Ref. R/RMZ/PA-40/80982. Bid deadline Feb. 28. Godrej & Boyce Mfg. Co., Pvt., Ltd., Lalbaug, Parel, Bombay 12, Cable: GODREJSAFE.

■ U.S. origin prime quality stainless steel sheets, 18/8 nickel, non-magnetic, cold rolled, 21, 22, 23 SWG in standard sizes of 8' x 3' and 10' x 3'; 20, 22, and 23 SWG in width of 24", 30" and 36". Loan 217; U.S. source. IL#BL/55-5/02301/221. Bid deadline Feb. 28. The Ahmedabad Victoria Iron Works Co., Ltd., Dudheshwar Rd., Ahmedabad 1.

■ Basic open hearth hot rolled steel strip, rimming quality, mill edges, 250 m.t.; basic open hearth hot rolled steel strip, rimming quality, mill edges, Part A, 170 m.t., Part B, 170 m.t. Loan 217; U.S. source. Bid deadline Feb. 28. Tube Products of India, Proprietors: Tube Investments of India, Ltd., Avadi, Near Madras.★

■ Black hot rolled medium carbon steel bars to Specification EN-9, suitable for bright drawing; bright drawn free cutting steel bars to Spec. EN1A; hot rolled Ni. Cr. case hardening steel bars to Spec. EN36 or EN32A or EN355; high speed steel. Loan 217; U.S. source. Bid deadline Feb. 28. IL#DL/55/528/02101/0394 and IL#DL/55/528/02201/0185. Bid deadline Feb. 28. The Indian Tool Manufacturers Ltd., 101 Sion Rd., Sion, Bombay 22. Cable: Trools.★

■ Hot rolled high carbon steel wire rods, 500 m.t. Loan 217; U.S. source. Import License #DL/55/570/0210/0128. Bid deadline Feb. 28. The National Rolling & Steel Ropes, Ltd., "Nicco House," 1 & 2 Hare St., Calcutta 1.★

■ Wire rods, 7 and 8 mm. Loan 217; U.S. source. IL#DL/55/800/02101/0289. Bid deadline March 1. Special Steels, Ltd., Village Mouje Magathane, Dattapara Rd., Borivli, East, Bombay 66, for Hindustan Housing Factory, Ltd., New Delhi.★

■ Hot rolled mild steel strips, suitable for manufacturing electrically welded steel pipes. Loan 217. U.S. source. Bid deadline Feb. 25. Shree Hanuman Industries, 178 Mahatma Ghandi Rd., P.O. Box 6771, Calcutta 7.★

■ High carbon galvanized steel wire, suitable for use as core wire for ACSR conductor, in accordance with BSS. 215 of 1956 and galvanized in accordance with BSS. 443 of 1961. Loan 217; U.S. source. Bid deadline Feb. 27. Power Cables Pvt., Ltd., 5B Amar Bldg., Ground Floor, Phirozsha Mehta Rd., Fort, P.O. Box 1522, Bombay 1. Cable: INSULAST.★

■ Cold rolled steel strips to SAE 1010, No. 2, regular bright finish, No. 3 slitedge, No. 4 temper in coils of 600/800 lbs., each having 16/18" I. D., and 36" O. D. maximum; SM or high frequency furnace cold drawn, bright annealed ball bearing steel wires, free from scratches, de-carbonization, rust or scale, oiled with rust preventing oil, wrapped in oil paper. Loan 217; U.S. source. IL#DL/55/263/02101/0608. Bid deadline Feb. 28. Sen & Pandit Industries, Ltd., Mercantile Bldgs., Lallbazar, Calcutta 1.★

■ Stainless steel sheets, 18/8 quality, non-magnetic, smooth finish, weldable deep drawing in sheets, 20 SWG, weldable half hard quality in sheets or in rolls 32" width, 20 SWG, 21 and 22 SWG. Loan 217; U.S. source. IL#DL/55/495/02301/0273. Bid deadline March 1. American Spring & Pressing Works, Pvt., Ltd., Marve Rd., Malad, Bombay 64.

■ Open hearth and/or basic oxygen steel hot rolled wire rods, packed in catch-weight coils 700 lbs., unwrapped. Loan 217; U.S. source. IL#DL/55/1079/02101/0124. Bid deadline March 1. United Wire Ropes, Ltd., C. H. Gandhi & Sons Pvt., Ltd., Bombay 1.★

■ Cold rolled close annealed bright mild steel sheets, 130 tons, size 48" x 96" or 36" x 72", or 36" x 96". Loan 217; U.S. source. IL#DL/55/358/02101/0304. Bid deadline March 1. Sankey Electrical Stampings, Pvt., Ltd., Wakefield House, Sprott Rd., Ballard Estate, Bombay 1.★

■ Bright cold rolled mild steel strips. Loan 217; U.S. source. IL#DL/55/386/02-1-01/0207. Bid deadline March 1. The Wheel & Rim Co. of India, Ltd., Huzur Gardens, Sembiam, Madras 11, S.★

■ Hot rolled steel black round bars in categories EN 8, EN 8A, EN 8B, EN 9 and EN 24. Loan 217; U.S. source. IL#DL/55/379/02101/0142. Bid deadline March 4. Investa Machine Tools & Engineering Co., Ltd., Clerk Rd., Pais St., Bombay 11.★

■ High carbon steel wire rods, 400 metric tons. Loan 217; U.S. source. IL#DL/SS/1080/02101/0594. Bid deadline March 1. The Fort William Co., Ltd., Steel Wire & Rope Division, Calcutta 1.★

■ Tool and alloy steel 6.64 tons, for blanking and forming dies, gauges, plastics moulding dies, machinery parts and general tool room steel purposes. Loan 217; U.S. source. No. DL/55/243/02201/0204. Bid deadline March 1. Metal Box Co. of India, Ltd., Barlow House, 59C Chowringhee Rd., Calcutta 20.★

■ Open hearth quality steel sheets, stabilized with normalized structure cold mangled and pickled, oiled, deep drawing, 400 m.t. Loan 217; U.S. source. IL#DL/55/02101/0383. Bid deadline March 1. Gannon Dunkerley & Co., Ltd., Chartered Bank Bldg., Fort, Bombay 1.★

■ Stainless steel sheets, cold rolled in straight lengths, annealed and pickled, finish, 2B on both sides, quality, AISI 316 or equivalent, size 48" wide x 169" long, or nearest, 11 USG, 10 m.t., 7 USG, 12 m.t. Loan 217; U.S. source. Bid deadline March 4. Larsen & Toubro, Ltd., I. C. House, Dougall Rd., P.O. Box 278, Ballard Estate, Bombay 1.

● **IRAN**—Galvanized wire, 3 mm. dia., weight per kilometer 60 kg. approx., tension resistance minimum 40 kg./sq. mm. breaking strength 260 kg. min., maximum electrical resistance at 20° C-17 ohms/km., 50 km. Advertisement No. 5, bid deadline Feb. 25. The Imperial Iranian Army, Communication Department, Jamshidieh, Tehran. (Telephone: WOrth 7-2363.)★

● Tubing, galvanized, 4,000 kgs. ½", 4,000 kgs. ¾", 2,000 kgs. 1", 2,000 kgs. 1¼", 4,000 kgs. 1½", 3,000 kgs. 2", 3,000 kgs. 2½", 2,000 kgs. 3" and 8,000 kgs. 4" dia. Tender 41/387/393, bid deadline March 19. Iranian State Railways, Tehran. (Telephone: WOrth 7-2363.)★

ITALY—Coke. Direct purchase and agency. Dott. Alberto Sommariva (agent), Via S. Orsola 8, Milan.

■ **PAKISTAN**—M.S. plates, size 8' x 4', ⅜" x ¼", 3/16", ¾" or 1"; g.p. sheets, 8' x 3', 16, 18, 24, 26, 28 or 30 gauge; g.c. sheets, 8', 9' and 10', 3", gauge, 24, 26, 28; CRCA sheets, 8' x 3', gauge, 12, 14, 16, 18, 24, 26, 28 & 30 gauge; special steel bars ¾", ⅞" or 1". Loan 7; U.S. source. S/A No. RM 041356. Bid deadline Feb. 26. Credit amount $30,450. Marsh & Co., Corner House, Preedy St., Karachi.

■ M.S. plates, ⅛" thickness, 8' x 4', 3/16, or ¼", $4,683; m.s. joists, 7" x 4", 8" x 4", 9" x 4" or 10" x 5", standard lengths 30/40 ft., $4,683; g.p. sheets, 3' x 6', 8', guages 16, 18, 26, 28 or 30, $14,049; g.c. sheets, 8', 9', 10' x 3", guage 24, 26, 28, $7,024; tinplates, standard quality, U.S., size 18¾" x 28" x 107 B/W, 20" x 30" x 107 B/W, $7,025; CRCA sheets, 8' x 3', gauge 12, 14, 16, 18, 24, 26, 28 or 30, $9,366. Loan 7; U.S. source. S/A No. RM 036762. Total credit amount $46,830. Bid deadline Feb. 26. Haji Ahmed Osman & Co., Mulji St., Kharadhar, Karachi.

■ Mild steel plates, 400 tons; mild steel angles, 690 tons; mild steel channels, 220 tons; mild steel sheets plain and black, 280 tons; g.c. sheets, 1,700 tons. Loan 7; U.S. source. S/A No. RM 056021. Credit amount $625,100. Bid deadline Feb. 28. Pak Steel Works, 343 Khatungunj, Chittagong, East.★

332 Cast Iron Pipes

● **GREECE**—Procurement of 20,000 meters of cast iron pipe, with single gasket joints. Tender 926. Estimated value $115,000. Bid deadline March 8. Greek Water Co., 4 Kolokotroni St. Athens, Greece. Specifications may be examined at Room 4002, Department of Commerce, Washington 25, D.C. (telephone: WO 7-5255).

333 Primary Smelting, Refining of Nonferrous Metals

URUGUAY—Platinum, 99.98% pure or higher, 34 kilograms (1,093 troy ounces), to be used in reforming catalysts for petroleum industry. Tender 5,045, bid deadline March 6. Quote delivered Newark, N.J. Administracion Nacional de Combustibles, Alcohol y Portland Casilla de Correo 1090, Montevideo. Specifications (in Spanish) and tender notice available from Embassy of Uruguay, 2362 Massachusetts Ave., NW., Washington 8, D.C. Specification for review only in Room 4209, Department of Commerce, Washington 25, D.C. (telephone: WO 7-2692).

335 Rolling, Drawing, Extruding of Nonferrous Metals

ITALY—Silver and metals of platinum group, such as irridium and palladium, in sheet, wire, foil, bars, grain, strip, powder. Intermetal S.p.A. (importer), Via dei Lucchesi 26, Rome.

Grey aluminum and anodized aluminum sheets, pipes, sections; requests replies in Italian. Imel Sarda, S.p.A., Industria Meccanica Elettronica Sarda, (manufacturer), Viale Elmas Km. 0,700, Cagliari.

■ **UNITED ARAB REPUBLIC (EGYPT)**—Aluminum slabs, 100/350/1060 millimeter, 325 tons; 100/350/530 millimeter, 99.5% pure homogenized and scalped. Bid dead-

line Feb. 27. Loan 27; U.S. source. Misr Foreign Trade, 7 Talaat Harb St., Cairo, U.A.R. Only those offers will be eligible on which suppliers agree to purchase, at option of U.S. Government and under applicable procedures, excess primary aluminum from Defense Production Act inventory maintained by GSA, in amounts equal to quantity of aluminum required to produce products to be applied. Full particulars concerning procedure which will govern under this participation program may be secured from General Services Administration, Defense Materials Service, Washington 25, D.C.

336 Non-Ferrous Foundries

■ **INDIA**—Zinc electrolytic, 1,000 metric tons, tender 2/PII-16(37)/62/I; copper electrolytic, 3,000 metric tons, copper tough pitch, 2,000 m.t., BSD 1/PII-16 (37)/62, bid deadline Feb. 28; sulphur, 1,000 m.t., BSD 3/PII-16(37)/62; magnesium powder, 15 m.t., magnesium ingots, 210 mt., cobalt, 4 m.t., high purity zinc alloy ingots, 500 m.t., BSD 4/PII-16(37)/62, bid deadline March 5. Loan number unknown; however, purchases will likely be made under A.I.D. financing, U.S. source. (000). Director General of Supplies and Disposals, National Insurance Building, Parliament St., New Delhi. Tender papers may be obtained free by requesting appropriate tender numbers from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C.

342 Cutlery, Hand Tools, General Hardware

FRANCE—Tow hooks for heavy duty vehicles. Ets. Mabo (manufacturer), 42 rue Anatole France, Levallois-Perret (Seine). WTD 11/14/62.

GERMANY—Steel consumer goods, especially nail clippers; requests replies in German with price quotations c.i.f. Hamburg. Direct purchase and agency. Allgemeine Verkaufsges. mbH (importer, wholesaler), 12 Starkenburgring, Offenbach/Main.

344 Fabricated Structural Metal Products

BARBADOS—Steel roofs; trusses, purlins. West Indian Suppliers Co., Ltd. (commission agency), Rickett St., Bridgetown. WTD 1/22/63.

HONG KONG—Iron and steel building and structural materials. Davie, Boag & Co., Ltd. (manufacturer's agent, importer, exporter), Jardine House, P.O. Box 229. Hong Kong. WTD 8/7/62.

345 Nuts, Bolts

FRANCE—Nuts and bolts. Ets. Mabo (manufacturer), 42 rue Anatole France, Levallois-Perret (Seine). WTD 11/14/62.

349 Miscellaneous Fabricated Metal Products

FRANCE—Metallic, mechanical bindings for school and office use; requests replies in French. Tochon-Lepage & Cie. (manufacturer), 46 rue Vercingetorix, Paris 14e.

GERMANY — Electrolytically produced copper foil 35-70 mv.; requests replies from manufacturers only. Isola Werke AG (manufacturer), Postfach 236, 516 Dueren/Rhld. WTD 1/29/63.

351 Engines, Turbines

FRANCE—Marine motors. Direct purchase and agency. European Market Association (manufacturer), 34 rue de la Victoire, Paris 9e.

GERMANY—Small diesel engines, 2.5 to 3 hp.; requests replies from manufacturers only. Losenhausenwerk, Duesseldorfer Maschinenbau A.G. (manufacturer), 4 Duesseldorf, Postfach 27027. WTD 6/12/61.

LIBERIA — Outboard motors. Chicri Brothers, Inc. (sales and service automotive company), P.O. Box 109, Monrovia. WTD 10/4/62.

352 Farm Machinery, Equipment

ITALY—Bird raising equipment. O.C.A.T. di Alcide Gargini (manufacturer), 14, Via Rismondo, Turin. WTD 12/28/62.

353 Construction, Mining Machinery

AUSTRALIA—Railroad (on track) construction machinery. Conquip, Ltd. (manufacturer, wholesaler, importer), 69-73 Parramatta Rd., Auburn, N.S.W. WTD 1/15/62.

CHILE — Construction machinery and equipment. Direct purchase and agency. Ward & Latham, Ltda. (construction engineer), Bandera 172, Santiago. WTD 12/13/62.

● **EAST PAKISTAN**—Two wheel type tractor dozers, hydraulic-operated, diesel engine 120-125 hp., tender S-8/542/ENGG/62, bid deadline March 4; one crawler tractor, diesel engine 110-125 hp. torque converter drive, equipped with mechanical operated dozer, tender S-8/543/ENGG/62, bid deadline March 5; two wheel type tractor shovel-loaders, diesel engine 90-95 hp. 1 cu. yd. bucket capacity, tender S-8/545/ENGG/62, bid deadline March 4. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2.

GERMANY—Winches and other apparatus and equipment in electric and machine construction sector used on ships and at wharfs; requests replies from manufacturers only. Direct purchase and agency. Elna Elektro-Navigations- und Industriegeraete GmbH (importer, wholesaler), Englische Planke 8, Hamburg 11.

■ **INDIA**—Crawler tractor shovel loader, 60" gauge with 15" triple grouser track, powered by 4 stroke cycle diesel engine 100 hp. at 1960 r.p.m. with independent petrol starting engine and 12 volt starter; maintenance spares; wheel type tractor shovel of 2 cu. yd. capacity, powered by turbo-charged diesel engine, developing 105 hp. at fly wheel at 2,220 r.p.m. with independent petrol starting engine with 12 volt starter; maintenance spares. Loan 157, U.S. source. IL#989012/DLF. 157/61/HQ/CG.III. Ref. 4(59)/62-AID-II. Bid deadline Feb. 28. Burn & Co., Ltd., Refractory & Ceramic Group, 12 Mission Row, Calcutta 1.★

● 4 pneumatic rock drills, 10 pneumatic tampers. Tender P/SR3/13714-N/11, bid deadline April 19. Disposals, Jeewan Tara Bldg., Parliament St., New Delhi. Specifications available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., for $1.50 each, not refundable. D/ENQ/636.

JAPAN—Electric chain blocks (hoists), compact, light and heavy duty, high quality. Direct purchase and agency. Osaka Chain Block Mfg. Co., Ltd. (manufacturer), Tokyo Tatemono Bldg., 38 Kitahama 4-chome, Higashi Ku, Osaka. WTD 6/7/62.

NORWAY—Ore dressing machinery, such as flotation and pumping machinery and samplers. Direct purchase and agency. Sigurd Stave A/S (importing distributor, manufacturer's agent), 10 Kongensgate, Oslo. WTD 11/26/62.

■ **PAKISTAN**—Chicago pneumatic Model 8 Diamond Core drill with accessories; chain conveyors and accessories. Loan 53; U.S. source. IL#176697. Bid deadline Feb. 26. Credit amount $21,218. Dawood Mines, Ltd., Insurance House No. 2, Habib Sq., Bunder Rd., Karachi. Cable: DACORWA, Karachi.

354 Metalworking Machinery

GERMANY—Machinery for construction of automobile radiators. Kuehlerfabrik Vallet Inh. Albert Haugg (manufacturer), 46-50 Reichsweg, 51 Aachen. WTD 1/30/63.

HONDURAS—All machines required to establish factory to manufacture from 300-500 tons annually of copper, electrical plastic insulated wire, in gauges 6, 8, 10, 12, 14, 16 and 18; requests replies in Spanish. Juan Elias Fiefil (importer, wholesaler, retailer), Aptdo. Postal 376, Tegucigalpa, D.C. WTD 8/18/61.

■ **INDIA**—Automatic tube cutoff machine, having cutoff capacity up to 6,500 nos. cutoffs an hour, complete with automatic feed rolls, automatic lubrication, automatic length stop, cutting oil reservoir. Loan 157; U.S. source. IL#989108/DLF. 157/61. Ref.4(1610)/62-AID-II. Bid deadline Feb. 28. Godrej & Boyce Co., Pvt., Ltd., Lalbaug, Parel, Bombay 12.★

■ Turret lathes; internal grinding machines; radial drill presses; carburizing furnace; horizontal muffle furnace; belt conveyor units; continuous type vertical core oven. Loan 157; U.S. source. IL#991366/DLF.157/61/HQ/CG.I. Ref. 41(291)/61-AID-II. Bid deadline Feb. 28. Mahindra & Mahindra, Ltd., Gateway Bldg. Apollo Bunder, Bombay 1. Cable: JEEPS, Bombay.★

INDONESIA—Molds of 1¼ oz. capacity for production of plastic toys, medals, medallions, emblems; matrices and matrixes for production of aluminum medals, medallions, imitation coins, emblems; payment in dollars. Gunter Electronics, Inc. (manufacturer), 11A Djl. Gunter, Malang, East Java.

355 Special Industry Machinery

CHILE—Textile machinery. Tejidos Caupolican, S.A. (manufacturer), Morande 341, Casilla 14-D, Santiago. WTD 12/17/62.

FRANCE—Seamless stocking looms. Ets. E. Cornuel (manufactuer), 15 rue du 4-Septembre, Paris 2e. WTD 10/2/61.

GERMANY—Typewriter ribbon winding machine; single and multicolored ribbon inking machines; cutting machines for silk, cotton and nylon ribbons; requests replies from manufacturers only. Albert Padberg (manufacturer), 39 Sonnbornerstr., Wuppertal-Sonnborn. WTD 3/22/62.

Optical cutting-out table for use in manufacture of neckties. Jochum & Jungmann (manufacturer), 106-114 Uerdingerstr., 415 Krefeld. WTD 1/23/63.

■ **INDIA**—Equipment for silicofluoride plant: pumps, rotary filter, centrifuge, dryer, valves, blower, reaction vessels. Loan No. 157: U.S. source IL#988947/DLF. 157/61/HQ/CG.III. Ref. 5(6)/62-AID-II. Bid deadline March 2. Anil Starch Products, Ltd., Anil Rd., Ahmedabad 2.★

Toffee boiling pan; roll wrapping machine; requests replies from manufacturers only. Parry & Co., Ltd., Managing Agents, Parry's Confecticnery, Ltd. (manufacturer), "Dare House", Parry's Corner, Madras 1, Madras State. WTD 1/16/62. Specifications available on loan from Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WOrth 7-4675.)

ITALY—High speed automatic machines for filling plastic bags with soft or semiliquid soap; 30-40,000 bags filled daily. Saponificio Francesco Micale (manufacturer), Corso dei Mille 249, Palermo. WTD 1/21/63.

NEW ZEALAND—Machinery for slicing hardwoods for making wood paper (a thin

slice of wood glued or laminated to paper). Direct purchase and agency. R. E. Keller (agent, importer, wholesaler), P.O. Box 123, Wellington. WTD 11/16/62.

TUNISIA—Tea packing machine; capacity 300 tons monthly. Direct purchase and agency. Office du Commerce de Tunisie (importer, distributor), 13 rue Sidi Bou Mendil, Tunis. WTD 1/22/63.

356 General Industrial Machinery

INDIA—Main frequency induction furnace, 1-ton capacity, complete with accessories, for alloy steel manufacturing. Textool Co., Ltd. (manufacturer), Ganapathy P.O., Coimbatore 6, Coimbatore District, Madras State. WTD 3/22/62.

358 Service Industry Machines

CHILE—Machinery and equipment for preparing food for hotels and restaurants. Direct purchase and agency. Distribuidora Industrial y Agrícola del Sur, S.A. "Dinasur" (importer), San Antonio 710, Casilla 1625, Santiago. WTD 12/12/62.

GERMANY—Thermo-electric cooling elements for portable refrigerators. Dr. Werner Windhaus (wholesaler, retailer), 4 Duesseldorf, 7 Theodor-Koernerstr. WTD 1/2/61.

IRAN—Large electric meat grinders, high capacity type for use in hotels, restaurants; 220-v., 50-cycle current. Hadji Mir Ibrahim Nikdell & Sons, Ltd. (importer, jobber, wholesaler), Corner of Ferdowsi and Pahlavi Aves., Tabriz. WTD 1/9/63.

NEPAL—Air conditioning plant for hotel; individual air conditioning units; swimming pool equipment, including water filtration system; water supply filtration equipment; hotel kitchen and laundry equipment; good quality desired; foreign exchange (dollars) available. Soaltee Hotel (hotel), Tahachal, Kathmandu. WTD 1/18/63.

NORWAY—Commercial garments dry cleaning machines, such as automatic machines using perchloroethylene; centrifugals for cleaning with benzine. P. Wessel Schwabe (importing distributor, manufacturer's agent), 10b Tomtegaten, Oslo. WTD 12/4/62.

Industrial floor scrubbing and polishing machines. Direct purchase and agency. Norske Staalprodukter A/S (importing distributor), 41 Ths. Heftyesgate, Oslo. WTD 12/1/61.

■ **PAKISTAN**—Packaged air conditioners, 2, water cooled condensers, each to comprise of compressors, 6RA2-3000 TDK, semi-hermetic; packaged 5-ton air conditioner, with water cooled condenser compressor, 1 FB/500 cooling section, 13" blower, hot dipped galvanized wheels, ½ h.p. Loan 53; U.S. source. IL#036077. Credit amount $20,492. Bid deadline Feb. 26. Star Trading Corp., Bambino Cinema, Garden Rd., Karachi. Cable: BAMBINO, Karachi.★

360 Electrical Machinery

FRANCE—Electrical equipment, such as control panels, cables, wire terminals, and associated items. European Market Assn., (manufacturer), 34 rue de la Victoire, Paris 9e.

361 Electric Transmission, Distribution Equipment

● **GREECE**—Supply of five 15 kv. air switches, manually operated; seventy 15 kv. load interrupters, manually operated, with relays for 50 kv.-a. transformers; ten 15 kv. load interrupters with relays for 250 kv.-a. transformers and 15 kv. power circuit breakers. All equipment indoor three-pole type. Tender DMKD-331/A, bid deadline Feb. 27. Estimated value of contract $45,000. Public Power Corp. (PPC), 30 Chalkokonkyli St., Athens. Copy of specifications for review only in Room 4124, BDSA, Power and Electrical Equipment Division, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242.)

■ **INDIA**—Power circuit breakers for augmentation of transmission system, required by Damodar Valley Corp., Calcutta. Loan 125; U.S. source. Tender S/117/AID. Bid deadline Feb. 27. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., where tender forms including specifications priced at $3 may be obtained. Also available from Office, Director General, India Store Department, Government Bldg., Bromyard Ave., Acton, London, W-3, England; Embassy of India, Naigai Bldg., No. 13/20 Chome Marunouchi Chiyodaku, Tokyo, Japan; Indian Trade Commission in Australia, Caltex House, 167/187 Kent St., Sydney, Australia; Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India. Cost of tender forms not refundable nor transferable.

ITALY—Measuring instruments. Ricagni, S.r.l. (manufacturer), Via Mecenate 71, Milan.

NORWAY—Potentiometers, multiturn precision for electronic apparatus. Direct purchase and agency. J. M. Feiring A/S (importing wholesaler, manufacturer's agent), 1 Lilletorget, Oslo. WTD 4/22/60.

363 Household Appliances

FRANCE—Industrial sewing machines. Ets. E. Cornuel (manufacturer), 15 rue du 4-Septembre, Paris 2. WTD 10/2/61.

GERMANY—Small console type of electric dish washer. Exclusive distributorship on direct purchase and commission agency basis for West Germany. A. zur Linde (sales agent), Bohnenstr. 4a, Bremen.

IRAN—Household appliances, particularly refrigerators with automatic defrosting, 10 cu. ft. most popular size; freezers, 15, 17, or 21 cu. ft.; kerosene cooking stoves, 2, 3, or 4 burner types, with wicks; sewing machines; table or floor model fans; electric juicers, units of metal construction preferred over plastic; knitting machines; small electric radiation-type space heaters of type with glass rod that radiates the heat, can be placed in bathroom without danger from moisture present. 220-v. 50-cycle current. Hadji Mir Ibrahim Nikdell & Sons, Ltd. (importer, jobber, wholesaler), Corner of Ferdowsi and Pahlavi Ave., Tabriz. WTD 1/9/63.

364 Electric Lighting, Wiring Equipment

GERMANY—Incandescent lamps, fluorescent lamps; requests replies from manufacturers only in German with price quotations c.i.f. Rotterdam. Ewald Kremer (wholesaler), 10 Albrechtstr., 56 Wuppertal/Elberfeld. WTD 10/11/62.

NETHERLANDS—Commercial aluminum outdoor fluorescent lighting equipment and area lighting equipment. Exclusive distributorship on direct purchase and agency basis. Ir. A. Uchtman & Zn. (electrical contractor), 1 Burg. Roellstraat, Amsterdam W.

366 Communications Equipment

GERMANY—Military electronic equipment, including airborne receivers/transmitters, and shipboard radar installations. Direct purchase and agency. T. I. G. Technische Industrieprodukte GmbH (importer, wholesaler, sales agent), 66-70 Herderstr. 5, Koeln/Lindenthal 2. WTD 11/14/62.

● **INDIA**—Supply of cable terminal box for use in cable distribution cabinets and pillars. Tender P-1618/62-63/49, bid deadline April 16. Specifications can be procured from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., for $2.10 each. (Telephone WO 7-4823.)★

NEPAL—Sound equipment for auditorium; telephone exchange; good quality desired; foreign exchange (dollars) available. Soaltee Hotel, Tahachal, Kathmandu. WTD 1/18/63.

VENEZUELA—Equipment and parts for sound systems, such as record players, stereo systems, public address systems, recorders; requests replies in Spanish or French. Jose Casanova "La Electrónica" (importing distributor, sales agent), Edificio Azmouz, Avenida Miranda Este 40, Maracay, Estado Aragua. WTD 12/27/62.

367 Electronic Components, Accessories

GERMANY—Electronic dial counters for fatigue testing machines on which a number of cycles can be preset with automatic and manual release and with 6 digits for impulses between 10 and 60 Hertz; requests replies form manufacturers only. Losenhausenwerk, Duesseldorfer Maschinenbau A.G. (manufacturer), 4 Duesseldorf, Postfach 27027. WTD 6/12/61.

ITALY—Ceramic condensers (capacitors), resistors, diodes. Ricagni, S.r.l. (manufacturer), Via Mecenate 71, Milan.

● **VIET-NAM**—Supply electron tubes resistors ½ w., 1 w. and 2 w. fixed and variable wirewound, fixed composition, tapped wirewound; capacitors, fixed mica, ceramic gates and oil gates, paper; capacitor filters, tape recorder RCA RA-11B or equivalent parts: motor capstan drive, erase and record head, reproduce head, solenoid, fuses, headphones, in sundry quantities. Tender 0765-17013, bid deadline March 6. Central Purchasing Office (CPA) P.O. Box H-5, Siagon, Viet-Nam. CPA will accept cable bids if formal bid is air-mailed. Bids not subject to AID regulations. Specifications are available for review at Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2334.)

371 Motor Vehicles, Accessories

CHILE—Complete line of automobile spare parts and accessories; requests replies in Spanish. Importadora General de Accesorios y Repuestos "Igenar," Ltda. (importer), Alameda B. O'Higgins 1760, Casilla 10413, Santiago. WTD 12/11/62.

GERMANY—Radiator strips for manufacture of motor car radiators. Kuehlerfabrik Vallet Inh. Albert Haugg (manufacturer), 46-50 Reichsweg, 51 Aachen. WTD 1/30/63.

■ **INDIA**—Ring wrenches, 350 sets; Champion spark plug testers and cleaners, 20 pieces. Loan 217; U.S. source. IL#219401/61. Bid deadline Feb. 28. Jayanti Lal Jagdish Prasad, 117 Canning St., Calcutta 1.

● **PAKISTAN**—Small fire trucks, 7, ¾ to 1-ton capacity with special equipment. Tender S-8/18VEH/62, Bid deadline March 5. Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2. (Telephone: WOrth 7-3294.)★

SWEDEN—Automotive spare parts. Direct purchase and agency. S.A.B.A. Distributors Co. AB (wholesaler, agent), Nicoloviusgatan 6B, Malmo V.

VENEZUELA—Fast moving automotive parts; no accessories. Direct purchase and agency. Salo S. Eidelman, Importadora Directa (importer, wholesaler), P.O. Box 8548, or Quinta Crespo, Edificio 200, Calle 200, Caracas. WTD 1/7/63.

Automobile and truck spare parts and accessories; requests replies in Spanish.

Vidrios Para Automoviles, C.A. "Viparca" (importing distributor), Edificio De Soto, Esquina Pilitas, Caracas. WTD 12/27/62.

373 Ship, Boat Building

AUSTRALIA—Stock built cruisers, 25-40'. Conquip, Ltd. (manufacturer, wholesaler, importer), 69-73 Parramatta Rd., Auburn, N.S.W. WTD 1/15/62.

374 Railroad Equipment

■ **VIET-NAM**—30-ton freight box cars, 200, for Viet-Nam Railway System. Loan 129; U.S. source. Invitation 0771-23013. Bid deadline March 15. Central Purchasing Authority, P.O. Box H-5, Saigon. Bid invitations may be obtained directly from Embassy of Viet-Nam, 2251 R St., NW., Washington 8, D.C.★

381 Laboratory, Scientific Instruments

● **EAST PAKISTAN**—Viscometer, thermometers, laboratory balances, crucibles, and wide range of laboratory glassware. Tender S-4/666/Equip/62, bid deadline March 5. Director of Supply, Government of East Pakistan, P.I.D.C. House, Motijhell, Dacca. (Telephone: WOrth 7-2312.)★

● **VIET-NAM**—Compasses, scales, logarithmic tables. Tender 0766-17013, bid deadline March 6. Specifications in French. Central Purchasing Authority, P.O. Box H-5, Saigon. (Telephone: WOrth 7-2312.)★

383 Optical Instruments, Lenses

ITALY—Optical lenses. Ditta Andriolo Antonino (retailer, importer), Via Maqueda 315, Palermo, Sicily.

384 Medical Instruments

● **MOROCCO**—Supply of 450,000 stainless steel hypodermic needles. Tender Modele A, bid deadline March 5. Pharmacie Centrale, 24 rue des Ouled-Ziane, Casablanca. Correspondence preferred in French. Tender conditions and specifications in French. (Telephone: WOrth 7-2939.) ★

385 Ophthalmic Goods

ITALY—Spectacle frames. Ditta Andriolo Antonino (retailer, importer), Via Maqueda 315, Palermo, Sicily.

386 Photographic Equipment

ITALY—Sensitized films, sensitized paper, chemicals for color photography. Irfe Colore di Ettore A. Naldoni (laboratory), Via Po 12, Rome.

Motion picture film, 35 and 16 mm. Julia Film, S.p.A. (producer), Viale Bruno Buozzi 59, Rome.

387 Watches

LIBYA—Inexpensive watches. Direct purchase and agency. Hadi Ibrahim Ghellali (merchant, commission agent), 94 Sc. 24 December, Tripoli.

394 Toys, Amusement, Sporting Goods

GERMANY—Plastic model kits; requests replies in German with price quotations c.i.f. Hamburg. Direct purchase and agency. Allgemeine Verkaufsges. mbH (importer, wholesaler), 12 Starkenburgring, Offenbach/Main.

New types of toys. Hans Finke (importing distributor), 21 Koelnerstr., 4 Duesseldorf. WTD 7/26/61.

Fishing equipment; sports equipment for winter sport, underwater sport, tennis, badminton, archery; requests price quotations f.o.b. Hamburg or Bremen. Hanns Balzer (wholesaler, exporter, importer), 13 Spessartstr., 642 Lauterbach/Hessen. WTD 1/17/63.

KUWAIT—Wide range of toys for Kuwait and Arabian Gulf markets; requests replies from manufacturers. W. J. Towell & Co. (importer, general agent), P.O. Box 75, Kuwait. WTD 4/21/62.

395 Pens, Office Materials

GERMANY—Typewriter and other office machine ribbons of paper or of plastics; carbon papers of all kinds; requests replies from manufacturers only. Albert Padberg (manufacturer), 39 Sonnbornerstr., Wuppertal/Sonnborn. WTD 3/22/62.

Ball point pens; requests replies in German with price quotations c.i.f. Hamburg. Direct purchase and agency. Allgemeine Verkaufsges. mbH (importer, wholesaler), 12 Starkenburgring, Offenbach/Main.

396 Costume Jewelry

GERMANY—Hair ornaments; requests replies from manufacturers only. A. Moras & Comp. (importer, manufacturer, exporter), 14-18 Gertrudenstr., 5 Koeln a. Rh. WTD 1/28/63.

399 Miscellaneous Manufacturing Industries

FRANCE—Animated figurines for show windows; advertising gifts and gadgets; requests replies in French. Direct purchase and agency. Ets. D. P. (manufacturer), 6 rue de Laborde, Paris 8.

GERMANY—New types of gift articles. Hans Finke (importing distributor), 21 Koelnerstr., 4 Duesseldorf. WTD 7/26/61.

509 Miscellaneous Wholesalers

ITALY—Scrap iron; raw materials for steel mills, electric and gas industries. Direct purchase and agency. Dott. Alberto Sommariva (agent), Via S. Orsola 8, Milan.

781 Motion Pictures

ITALY—Motion pictures, especially Westerns; requests replies in French or Italian. Direct purchase and agency. Angelo Battistelli, Noleggio Film, (distributor), Via Vicenza 5/A, Rome.

Full length motion pictures, 35 mm. Direct purchase and agency. Incei Film, S.p.A. (producer, importer, distributor), Via Marghera 22, Rome.

Full length motion picture films, 35 mm. Poker Filmarte (importer, distributor), Via Magenta 19/B, Rome.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

BARBADOS—Wishes to establish commercial relations with large scale food broker in Miami. A. & R. Tempro, Ltd. (commission agency), St. Michael's Row, Bridgetown. WTD 2/10/59.

GREECE—Food grains, vegetable oils and tallows. Commission agency. N. N. Pantazopoulo (sales agent), 13 Kissavou St., Psychico, Athens. WTD 1/22/63.

203 Canning Vegetables, Fruits

GERMANY—Canned vegetables and fruits; requests replies from manufacturers only in German. Firma Eugen Schmid, Handelsvertretungen (agent), Stuttgart 13, 9 Neue Str.

207 Confectionery

BELGIUM — Confectionery. General agency and/or packing of food products arrangement. Confiserie Le Soleil (manufacturer), 421 chaussee de Haecht, Brussels.

220 Textile Mill Products

FRANCE—Fabrics, all kinds; requests requests replies in French. Henri Gaillet (agent), 8 rue Saint Marc, Paris 2e.

ISRAEL—Printed manmade fiber fabrics for women's dresses; cotton and cotton/manmade fiber fabrics for raincoats; acetate with cotton lining for raincoats; shirting materials, especially white poplin; requests samples, price quotations and delivery terms. Franz Wiener (manufacturer's representative), 6 Hakerem St., Tel Aviv.

LIBYA—Textiles, including those of manmade fibers; requests replies from manufacturers only. Mohammed Ramadan Welhi (manufacturer, commission agent), P.O. Box 988, Tripoli.

221 Broad Woven Fabric Mills, Cotton

ITALY—Cotton textiles for household use and for apparel; requests replies from manufacturers only. Renato Labriola Jr. (sales agent), Corso Vittorio Emanuele 170, Naples. WTD 1/10/63.

225 Knitwear

FRANCE—Knitted wear, all kinds; requests replies in French. Ets. Eugene Bohn (manufacturer), 17 rue Pellart, Roubaix (Nord).

NORWAY—Cotton underwear for ladies and children. Olaf Jerstad (manufacturer's agent), 6 Bjorn Farmannsgate, Oslo. WTD 10/25/62.

227 Floor Coverings

GERMANY—Modern floor coverings; requests replies from manufacturers only in German. Firma Eugen Schmid, Handelsvertretungen (agent), Stuttgart 13, 9 Neue Str.

229 Miscellaneous Textile Goods

GERMANY—Artificial leather for leather goods and leatherware; lining for leather goods, shoes, and leatherware; requests price quotations c.i.f. Bremen or Hamburg. Heinrich Sparwasser (wholealer, sales agent), 71 Luisenstr., Offenbach/Main.

230 Apparel

GERMANY—Bathing and beach wear; first quality goods, high-style items; requests replies from manufacturers only in German. Ludwig Stoll (manufacturer's agent), 43 Graf-Adolf-Str., 4 Duesseldorf. WTD 7/10/61.

LIBYA—Shirts, neckties, linen sheets; requests replies from manufacturers only. Mohammed Ramadan Welhi (manufac-

turer, commission agent), P.O. Box 988, Tripoli.

NORWAY—Cotton underwear for ladies and children. Olaf Jerstad (manufacturer's agent), 6 Bjorn Farmannsgate, Oslo. WTD 10/25/62.

240 Lumber, Wood Products

FRANCE—All kinds of lumber, plywood, wooden and other panels; requests replies in French. Société Champenoise des Bois (dealer), 246 ave Jean Jaures, Reims, Marne.

Lumber, lath, plywood, wooden panels, fiber and particle boards, other wooden materials used in construction; requests replies in French. Société Nivernaise de Materiaux (dealer), Quai de la Jonction No. 1, Nevers (Nievre).

Logs, lumber, plywood, wallboard, hand and insulating chipboard. S.A.P.C.O.—Société Anonyme pour le Commerce Continental & d'Outre Mer (dealer), 4 rue Chauveau Lagarde, Paris 8e.

GERMANY—Wood construction materials, lumber, plywood; requests replies from manufacturers only in German. Firma Eugen Schmid, Handelsvertretungen (agent), Stuttgart 13, 9 Neue Str.

Broad leaf logs of veneer quality: black walnut, maple, ash, hickory, oak, and elm; lumber: Douglas fir, hemlock, redwood, spruce; plywood, veneers and plastic laminated sheets; requests replies from manufacturers only with price quotations c.i.f. European Atlantic port. Fritz Begemann, Holz-Importmakler (broker, sales agent), 3 Goebenstr., or Postfach 224, 5 Koeln-1. WTD 1/18/63.

242 Sawmill, Planing Mill Products

FRANCE—Lumber, all kinds; requests replies in French. Arvid Schauman Fils (importer, commission merchant), 18-20 place de la Madeleine, Paris 8e.

259 Miscellaneous Furniture, Fixtures

GERMANY—Furniture and fixtures for use in snack bars and self-service restaurants. Ernst S. Glass (wholesaler, manufacturer's agent), 70 Sonnenwall, Duisburg. WTD 6/29/61.

261 Pulp

FRANCE—Wood pulp for paper; requests replies in French. Arvid Schauman Fils (importer, commission merchant), 18-20 place de la Madeleine, Paris 8e.

283 Drugs

FRANCE—Veterinary products including vitamins, aminos. Société Francaise de Complements Alimentaires—Sofca (manufacturer), 31 rue Tronchet, Paris 8e. WTD 11/30/62.

GERMANY—Botanical drugs, pharmaceuticals; requests replies from manufacturers. Juergen R. Walter (manufacturer's representative), Muehlenstr. 52, 208 Pinneberg.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

GERMANY—Cosmetics; requests replies from manufacturers. Juergen R. Walter (manufacturer's representative), Muehlenstr. 52, 208 Pinneberg.

285 Paints

LIBYA—Paints; requests replies from manufacturers only. Mohammed Ramadan Welhi (manufacturer, commission agent), P.O. Box 988, Tripoli.

307 Miscellaneous Plastics

GERMANY—Plastic construction materials; requests replies from manufacturers only in German. Firma Eugen Schmid, Handelsvertretungen (agent), Stuttgart 13, 9 Neue Str.

311 Leather Tanning, Finishing

GERMANY—All sorts of leather for leathergoods, shoes, and leatherware; requests price quotations c.i.f. Bremen or Hamburg. Heinrich Sparwasser (wholesaler, sales agent), 71 Luisenstr., Offenbach/Main.

331 Steel Mill Products

INDIA—Iron and steel materials. Commission agency. Moti Ram Agarwal & Co. Pvt., Ltd. (importer), 137 Canning St., Calcutta 1. WTD 12/6/62.

Iron and steel materials, such as wire rods and other wire products, stainless steel wires, rods and sheets, cold rolled sheets and tin plates. Mody Brothers (commission merchant), 5 Clive Row, or P.O. Box 758, Calcutta 1. WTD 10/15/62.

335 Rolling, Drawing, Extruding of Nonferrous Metals

GERMANY—All types of electric wire and cable. Exclusive commission agency for West Germany. A. zur Linde (sales agent), Bohnenstr. 4a, Bremen.

342 Cutlery, Hand Tools

LIBYA—Carpenters' tools; requests replies from manufacturers only. Mohammed Ramadan Welhi (manufactuer, commission agent), P.O. Box 988, Tripoli.

SPAIN—Complete line of knives and saws for meat industry. Exclusive agency. Farpa, S.A. (importing distributor), Via Layetana 26, Barcelona 3.

353 Construction Machinery

INDIA—Heavy earth moving and construction equipment; requests replies from manufacturers only. Exclusive agency. General Industrial Stores Supplying Co. Pvt., Ltd. (commission merchant), 10 Clive Row, or P.O. Box 183, Calcutta 1. WTD 7/10/62.

354 Metalworking Machinery

GERMANY—Small electric table machinery and electric hand tools for metal working, wood working for handicraft and industry; requests replies from manufacturers only. Ingenieurbuero Josef Wagner (manufacturer, engineer), 18 Eisenbahnstr., 7991 Friedrichshafen/Fischbach.

355 Special Industrial Machinery

GERMANY—Textile packaging machinery. Rudolf Kaufmann (manufacturer's agent), 7-9 Lindemannstr., 4 Duesseldcrf. WTD 9/8/61.

SPAIN—Motor-driven machinery for meat industry: small and medium sized meat cutters, sausage filling machines, both up to 200 liters; ovens of all sizes. Exclusive agency. Farpa, S.A. (importing distributor), Via Layetana 26, Barcelona 3.

356 General Industrial Machinery

GERMANY—Paint spraying machines and equipment; liqiud spraying machines and equipment. Ingenieurbuero Josef Wagner (manufacturer, engineer), 18 Eisenbahnstr., 7991 Friedrichshafen/Fischbach.

357 Office, Computing, Accounting Machines

NORWAY—Bathroom scales; requests replies from manufacturers only. Wandem & Co. (manufacturer's agent), 44 Skippergaten, Oslo. WTD 12/17/62.

358 Service Industry Machines

GERMANY—Refrigeration equipment for snack bars and self-service restaurants. Ernst S. Glass (wholesaler, manufacturer's agent), 70 Sonnenwall, Duisburg. WTD 6/29/61.

SOUTH AFRICA—Ice-cube making machine; 230-v., 50-cycle, single-phase current available; requests replies from manufacturers only. Amroh International (agent), 813 Reinsurance House, Commissioner St., Johannesburg. WTD 1/21/63.

363 Household Appliances

CHILE—Household appliances. Fábrica de Artefactos y Maquinarias Soc. Ltda. "Famasol" (manufacturer), San Joaquin 159, Clasificador 908, Santiago. WTD 12/14/62.

GERMANY—Electrical household appliances, including refrigerators, freezers, laundry machines, dishwashers, cookers, grills. Exclusive commission agency for West Germany. A. zur Linde (sales agent), Bohnenstr. 4a, Bremen.

Electric household appliances, particularly small ones; requests replies from manufacturers only in German. Rudolf Stuetz (manufacturer's agent), 244 Strassburgerstr., 42 Oberhausen/Rhld. WTD 10/12/62.

Electric household appliances; requests replies from manufacturers only. Willy Mundorf K.G. (manufacturer's agent), 3 Maastrichterstr., 5 Koeln. WTD 3/21/62.

Electrical household appliances, particularly newly developed products; requests replies from manufacturers only. Hansa-Elektro-Vertrieb (manufacturer's agent), 9-13 Norrenbergstr., 56 Wuppertal/Barmen. WTD 12/29/60.

GERMANY—Electrical kitchen equipment; requests replies from manufacturers only in German. Firma Eugen Schmid, Handelsvertretungen (agent), Stuttgart 13, 9 Neue Str.

IRAN—Kerosene cooking stoves, wick type, 2, 3, or 4 burners. Hadji Mir Ibrahim Nikdell and Sons, Ltd. (importer, jobber, wholesaler). Corner of Ferdowsi and Pahlavi Ave., Tabriz. WTD 1/9/63.

364 Electric Lighting, Wiring Equipment

GERMANY—Electric installation material, such as cables, switches, wall plugs; requests replies from manufacturers only. Hansa-Elektro-Vertrieb (manufacturer's agent), 9-13 Norrenbergstr., 56 Wuppertal/Barmen. WTD 12/29/60.

365 Radio, Television Sets

GERMANY—Transistorized portable radios. Exclusive commission agency for West Germany. A. zur Linde (sales agent), Bohnenstr. 4a, Bremen.

367 Electronic Components

FRANCE—Electronic instruments, all kinds; requests replies in French. Technique Service Gruber (manufacturer, dealer), 3 rue Guynemer, Vincennes (Seine).

369 Miscellaneous Electrical Machinery

SOUTH AFRICA—Good quality dry cell batteries for household and industrial use. Agency for Republic of South Africa, South West Africa, and Federation of Rhodesia and Nyasaland. Ross-Elliot & McKellar (Pty.), Ltd. (manufacturer's

representative), Graingerlea, 42 Broad St., or P.O. Box 1310, Durban.

371 Motor Vehicles, Maintenance Equipment

GERMANY—Automobile maintenance tools; requests replies from manufacturers. Ingenieurbuero Josef Wagner (manufacturer, engineer), 18 Eisenbahnstr., 7991 Friedrichshafen/Fischbach.

381 Laboratory, Scientific

FRANCE—Meteorological instruments; requests replies in French. Technique Service Gruber (manufacturer, dealer), 3 rue Guynemer, Vincennes (Seine).

PAKISTAN—Laboratory apparatus: soil testing, concrete testing, butimen testing equipment. Ekram Corp. (manufacturer's agent), 3 Abbott Rd., Lahore. WTD 1/10/63.

382 Instruments for Measuring, Controlling Physical Characteristics

FRANCE—Control and measuring instruments (projection and viewing); radioactivity detectors; requests replies in French. Technique Service Gruber (manufacturer, dealer), 3 rue Guynemer, Vincennes (Seine).

384 Medical Supplies, Protective Clothing

FRANCE—Electrical equipment for medicine; requests replies in French. Technique Service Gruber (manufacturer, dealer), 3 rue Guynemer, Vincennes (Seine).

GERMANY—Protective work clothing, gloves, shoes and goggles; requests replies in German. Georg Geltinger (wholesaler, manufacturer's agent), 19 Hortensienstr., 4 Duesseldorf. WTD 1/16/63.

399 Miscellaneous Manufacturing Industries

FRANCE—Painting rollers, first quality; requests replies in French. Ets. Joseph Pechon (manufacturer), 7/11 rue de la Haute Salle, l'Isle Adam (Seine & Oise).

509 Miscellaneous Wholesalers

FRANCE—Wool wastes; requests replies in French. Ets. Eugene Bohn (manufacturer), 17 rue Pellart, Roubaix (Nord).

781 Motion Pictures

ITALY—Motion pictures for youth audiences. Montecristo Film (producer), Via V. Veneto 96, Rome.

Leads for Importers

Commodities are offered direct unless specified.

201 Meat Products

INDONESIA—Hides and skins (goat skins, sheep skins, water buffalo hides). Angkola Corp., 31-1, Djalan Nusantara III, Djakarta. WTD 5/7/62.

222 Silk Fabrics

INDIA—Handwoven pure silk fabrics. Banaras Silk Museum, 28/12, Byanbapi, P.O. Box 71, Banaras. WTD 4/23/59. For price list write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

228 Yarn, Thread

ARGENTINA—Woolen knitted sweaters and stockings. Himalaya Roccatagliata Hnos. y Cia. S.A.I. y C., Juan B. Primoli 7469, Buenos Aires. WTD 11/27/62

GREECE—Outwear knitted garments, including woolen sweaters and cardigans for men, women and children, in various styles and colors; bulky sweaters, cardigans in wool or synthetic blends in jacquard design including mercerized cotton designs for men, women and children in various styles and grades. Katrandsos—Sports, Ltd., 38 Stadiou St., Athens 132. WTD 12/20/62.

243 Millwork Veneer, Plywood

ISRAEL—Wooden hollow-core flush door (accordion veneer type) direct to construction companies and/or through distributors and sales agents. Dagan-Trustee & Managing Co., Ltd., 30 Javetz St., P.O. Box 2659, Tel Aviv. WTD 12/11/62. For brochures write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

251 Furniture

JAPAN—Manufacturers of all kinds of steel furniture. Itoki Shoten, Ltd., 50-2 chome, Awaji-machi, Higashi-ku, Osaka. WTD 7/15/52.

273 Books

DENMARK—New cookbook printed in Denmark. A 312 page book with many colored photographs. English version entitled "The Butcher's Better Food Book." C. O. Steinmetz-Schmaltz, 10 Strandore, Copenhagen. WTD 1/16/63. For brochures write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

281 Industrial Inorganic, Organic Chemicals

ECUADOR—Alcohol with aldehydes (industrial), without aldehydes (potable). Juan Dager, Calle San Martin 124 y Aloy Alfaro, Guayaquil. WTD 12/11/62.

283 Drugs

GREECE—Crocus (plant used in pharmaceutical industry). George Nastos Representatives, 7 Saint Paul 7, Athens. WTD 12/31/62.

UNITED ARAB REPUBLIC—Crude drugs such as henna, senna, belladona, aniseed, dillseed, coriandersed, parsleyseed. Mohamed Khairy Farid, 22 Darb el Hosny, Cairo, P.O. Box 2023. WTD 1/22/63.

289 Miscellaneous Chemical Products

GERMANY—Isotopes laboratories. Kunststofftechnik GmbH., Troisdorf, Postfach 102, Troisdorf. WTD 9/18/62.

331 Steel Works

JAPAN—Wheel drums. Yusoki Kogyo Kabushiki Kaisha, 102, Kamihama-cho, Handa City, Aichi Prefecture. WTD 6/13/62. For brochures write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D. C.

334 Secondary Smelting, Refining

NETHERLANDS—Scrap metals. Blocq & Maneschijn Metalen, 24 Industrieweg, Harderwijk.

342 Hand Tools

ENGLAND—Manufacturers of American pattern hatchets, having blades of 18" long, made from finest Sheffield steel, wooden (beechwood) or plastic handles. Waylett (E. & I. Ltd., Empire Buildings, Duke St. Hill, London Bridge, S.E.1. WTD 7/29/59.

PAKISTAN—Scissors. Ekbal & Co., Karim Pura, Sialkot City. WTD 12/21/62.

343 Plumbing Fixtures

ISRAEL—Steel bathtub, unenamelled to direct buyers, distributors and sales agents. Plants in U.S. interested in doing vitreous enamelling of these bathtubs would also be considered as distributors for entire U.S. market. In addition, firm offers to prospective U.S. buyers erection of such steel bathtub plants in U.S. with necessary engineering staff since process used is based on firm's own research and know-how. Dagan-Trustee & Managing Co., Ltd., 30 Javetz St., P.O. Box 2659, Tel Aviv. WTD 12/11/62. For brochures write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

346 Metal Stampings

GERMANY—Enamelled and chrome-nickel kitchenware such as pots, pans. Rollmann & Tovar GmbH., 1-3 Ostbredenstrasse, 473 Ahlen/Westf.

363 Household Appliances

REPUBLIC OF SOUTH AFRICA—Electric kettles, toasters, waffle irons, grillers and coffee percolators. R. T. Henry & Co., 132 Essex House, 409 Smith St. (P.O. Box 2777), Durban, Natal. WTD 11/27/62.

364 Electric Lighting, Wiring Equipment

FRANCE—Small electrical equipment and wiring accessories such as surface, semi-recessed flush-type switches and socket-outlets; lampholders; line-taps (cast-iron and bakelite weatherproof material) and wide variety of electrotechnical porcelain articles, including contact-sockets, insulators, and related accessories for low-voltage installations. Establissements Legrand, 128 avenue du Marechal-de-Lattre-de-Tassigny, 128 Limoges, Haute-Vienne. WTD 7/1/58.

371 Motor Vehicle Equipment

GERMANY—Clutches, release bearings, clutch plates, carbon rings, transmission drives, brake shoes, shock absorbers and water pumps. Direct or through agent. Erich Goergen, 75-79a Frohnhauser Str., Essen. WTD 11/5/62. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

373 Ship, Boat Building

FRANCE—Plastic boats (fiberglass reinforced polyester); runabouts, and other types (2 to 8 passengers) for pleasure, fishing, water-ski, designed to be equipped with outboard motors, 25 hp., in different complete models (steering system, windshield, seats, hardware); weight 250 kilograms (551 lbs.) 320 kilograms (706 lbs.) and more depending on type of craft; current average sizes: 4.55 x 1.92 meters (15 ft. x 6 ft. 2 in., approximately). Synthor, S.A., 13-17 rue Colbert, Bordeaux, Gironde. WTD 1/25/63. For leaflets and price list write to Commercial Intelligence

Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

384 Surgical Instruments

PAKISTAN—General surgical instruments and scissors of every description. Hope & Heal, Sialkot City. WTD 3/4/60.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Business Firms—Portuguese Guinea.
Chemical Importers and Dealers—Chile.
Dairy Producers—Israel.
Farm Machinery and Equipment Importers, Dealers and Manufacturers—The Netherlands.
Feedstuff Importers, Dealers and Manufacturers—Venezuela.
Fertilizer Importers, Dealers, Manufacturers and Exporters—Venezuela.
Furniture Manufacturers—Portugal.
Hardware Importers and Dealers—Iran.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—El Salvador.
Machine Tool, Die, Other Metalworking Machinery, and Industrial Furnace Importers and Dealers—Hong Kong.
Machine Tool, Die, Other Metalworking Machinery, and Industrial Furnace Importers and Dealers—New Zealand.
Meat Packing, Sausage and Casings—Mexico.
Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Nigeria.
Petroleum Product Importers, Dealers, Producers and Refiners—Australia.
Printers, Lithographers, Engravers and Publishers—Haiti.

Nepal industries expand, need essential equipment

The Nepal Industrial Development Corp. (NIDC), Kathmandu, which has a loan from AID-DLF, No. 152, is in the process of making loans to the following Nepalese firms for purchase of equipment essential to expanding production in their respective industries: Nepal Brick, Tile, and Pipe Works; and The Jore Ganesh Press Co., press equipment, especially for manufacturing types and blocks, and for full color reproduction.

The loans are under worldwide source.

Full information and specifications on the proposed purchases is available from NIDC. Queries should be cabled immediately to NIDC, Kathmandu, Attention Messrs. Malla and Winter. Information is also available from Raymond C. Malley, Loan Officer for Nepal, AID, Department of State, Washington 25, D.C. (Telephone DUdley 3-8342).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Carlos Comercio, representing Jose Rosenfeld, Luis Maria Campos 1520, Buenos Aires, interested in obtaining financing for purchase of **electronic equipment and parts.** Feb. 3 via New York for 1 month; c/o Waldorf Astoria Hotel, New York, N.Y. Itinerary: Washington.

BRAZIL—Joaquim Soares Mello Da Cunha, representing Companhia de Calcados D.N.B., Avenida Pedro II 380, Rio de Janeiro, State of Guanabara, interested in manufacture and sale of **shoes**, requesting technical information on new methods for manufacturing shoes. Feb. 22 via New York; c/o Department of Commerce Field Office, 350 Fifth Ave., New York, N.Y. Itinerary: Chicago, Dayton, New York, Boston.

ENGLAND—D. T. Bullock and K. Hayes, representing D. T. Bullock & Co., Ltd., Northgate, Aldridge, Staffordshire, interested in **civil engineering and building**, and requesting technical information on interchange of information on construction matters and financial aspects of costing. Feb. 19 via New York for 14 days; c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Chicago, Miami.

FRANCE—Monsieur Michel Mariage, representing Ets Mariage & Cie., 106 rue de la Fere, Saint Quentin, Aisne, interested in **railroad rolling stock, construction equipment, truck beds and equipment** and requesting technical information on above industrial products. Feb. 15 via New York for 16 days; c/o Sheraton Hotels on itinerary: New York, Philadelphia, Chicago.

Jean Mouty, representing Société Jean Mouty, 16, avenue Jean-Jaures, La Sentinelle (Nord) B. P. No. 1, interested in **licenses on commercial agreements.** Feb. 24 via Chicago for 3 weeks; Feb. 24-25: Pick Congress Hotel, 500 S. Michigan Ave., Chicago 5, Ill.; Feb. 27-March 1: Pere Marquette Hotel, Peoria; March 2-3rd: Hotel Schroeder, 210 E. Michigan St., Milwaukee; March 4-6: Hotel St. Francis, Union Square, San Francisco; March 8: Hotel Statler Hilton, 930 Wilshire Blvd., Los Angeles; March 15-16: Waldorf Astoria Hotel, 50th St. at Park Ave., New York. Itinerary: Chicago, Milwaukee, San Francisco, Los Angeles, New York.

GERMANY—Karl-Heinz Luchs, representing Fibron Wolfgang Mellert K.G., Kunststoffpresswerk, P.O. Box 156, Bretten, Baden, interested in attending **Reinforced Plastic Conference** in Chicago, Ill., also interested in concluding licensing agreements with U.S. firms for production of **automotive truck parts** and other products made of **polyester.** Feb. 2 via New York for 1 month; c/o Department of Commerce Field Office, 226 W. Jackson Blvd., Chicago 6, Ill. Itinerary: Chicago, Los Angeles, New York, Washington, Newark.

Stephan Scherer, representing Louis Delius & Co., Bremen, Parkallee 32, interested in **electrical household appliances** and **industrial coffee roasting equipment and accessories.** Firm interested in taking over representation for West Germany for U.S. manufacturers of above products, and requesting technical information regarding them. Feb. 25 via New York for 3 days; c/o Murbas Trading Co. (attn. Mr. Murphy), 135 Front St., New York, N.Y. Itinerary: New York.

IRAN—Hadji Asgharzadeh, representing Salman Asgharzadeh & Co., 186 Pahlavi Ave., Tehran, interested in getting in touch with **construction companies.** Interested in Bandar Abbas **harbor construction project.** Feb. 10 via New York for 1 month; c/o Dr. Kamal Asgar, 1126 Olden Rd., Ann Arbor, Mich. Itinerary: New York, Detroit, Ann Arbor, Los Angeles, Denver.

IRELAND—Donal H. Smith, representing Provincial Bank of Ireland, Ltd., 5 College St., Dublin 2, interested in visiting **agent and correspondent banks**, March 18 via New York for 2½ months; c/o American Express, 649 Fifth Ave., New York, N.Y., and c/o Irish Consuls General in New York, Boston, Chicago and San Francisco. Itinerary: New York, Philadelphia, Los Angeles, San Francisco, Chicago, Detroit, Buffalo, Boston.

JAPAN—Prof. Shinji Takahashi, representing Nagoya University, Medical Department, 65 Tsurumai-cho, Showa-ku, Nagoya, interested in buying **radio therapeutic equipment.** Feb. 17 via New York for 2 weeks; c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Philadelphia, Washington, Buffalo, Chicago, Houston, Los Angeles.

NORWAY—Finn Friis, representing A/S Dahl, Jorgensen & Co., 7 Raadhusgaten, interested in purchasing **steel plates** (deep drawing), **steel joists** and **carbon steels**, and requesting technical information on **warehousing of steel materials.** Here until end of February; c/o McGiffin & Co., 1510 Talleyrand Ave., Jacksonville, Fla. Itinerary: New York, Philadelphia, Baltimore, Jacksonville, Tampa, New Orleans, Houston, Los Angeles, San Francisco.

PAKISTAN — Esa Sobani, representing Freezit Co. and British Air-Conditioning Co., Karachi, 5 Ahmad Mansion, The Mall, Lahore, interested in import of **refrigeration and air-conditioning machinery** and assembling of **domestic appliances** and requesting technical information on same. Feb. 10 via New York for 6 weeks; c/o The Trane Co., LaCrosse, Wis. Itinerary: New York, Washington, Chicago, Dayton, Knoxville, Schenectady, Los Angeles.

REPUBLIC OF THE CONGO—Sultanali Noorani and Sultanali Nazerali, representing "Simexco," Société d'Importation & d'Exportation au Congo, Boite Postale No. 937, Leopoldville, interested in **wire nail manufacturing machinery, candle manufacturing machinery, glass and plastics machinery, aluminum dishing press.** Feb. 1 via New York for 15 days. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Chicago.

REPUBLIC OF SOUTH AFRICA—M. A. Bosman, representing Unie Vleis, Ltd., P.O. Box 245, Germiston, Transvaal, interested in **processing of meat and corn** and requesting technical information on same. February 1 via New York for 3 weeks; c/o South African Embassy, 3101 Massachusetts Ave., Washington 8, D.C. Itinerary: New York, Washington.

VENEZUELA—Angel I. Medina B., representing Angel I. Medina B., Pepe Aleman a Aguacate 87, Caracas, interested in **automotive spare parts.** Feb. 9 via Miami for 2 weeks; c/o Hotel Alamac, 71st & Broadway, New York; Hotel Sheraton, 1725 Pennsylvania Blvd., Philadelphia 5, Pa. Itinerary: Philadelphia, New York.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

PAKISTAN—West Pakistan Industrial Development Corp. (WPIDC) looking at proposals to build **fertilizer plant** at Kashmor. Would use gas from nearby Sui Field to produce 132,000 tons of urea per year and would cost (about Rs. 250 million) $52.5 million to build. Plans for doubling capacity of Multan plant have apparently been dropped in favor of Kashmor Project. U.S. firms may contact WPIDC, Lahore, Pakistan, for details.

Bids for cast iron pipe requested by Tunisia

The Secretary of State for Agriculture of the Republic of Tunisia has invited bids for furnishing cast iron pipe, couplings and foundry products for the years 1963 and 1964.

The supply schedule calls for a limit of approximately $960,000 (400,000 deutschmarks) in expenditures which may be increased or decreased by 50 percent. Bid deadline is 8:30 a.m. March 8.

Copies of the schedule, samples of the forms required, and other information, in French, may be examined at the office of the Building Materials & Construction Industries Division, Room 4002, BDSA, Department of Commerce.

Indian state government plans to construct tunnel

The State Government of Uttar Pradesh, India, invites bids in connection with the Yamuna Hydel Scheme II consisting of construction of about 8 miles of tunnel and an underground powerhouse near Dehra Dun, Uttar Pradesh.

Dehra Dun, about 160 miles from Delhi, is connected by broad-gauge system of Indian railway and by road.

Tender documents may be obtained from the Executive Engineer, Coordination and Planning Division, 111-A Rajpur Rd., Dehra Dun, Uttar Pradesh, India, for $10.50 per set plus postage charges. Bid deadline is May 27.

Burmese medical specialists studying U.S. teaching aids

Two Burmese medical specialists are now completing a tour of various U.S. facilities to initiate purchase of U.S. medical teaching aids required for a new program being set up by the Burmese Government. Dollar funds have been allocated by the Burmese Government for this purpose.

Primary fields of interest are closed circuit television units; library equipment for a college medical school; audiovisual equipment for auditorium use; stereoprojection equipment for the teaching of anatomy; laboratory supplies and equipment; and office equipment and dictating machines.

To assist in the selection of equipment for this 5-year program, U.S. suppliers are invited to submit a set of catalogues or other descriptive material to each of the following officials: Major Ko Ko Gyi, Dean, Medical College, Mingaladon, and Dr. Mya Tu, Professor of Physiology, Faculty of Medicine, University of Rangoon, Rangoon.

Engineering firm sought for East Pakistan project

The East Pakistan Water & Power Development Authority (EPWAPDA) will employ an engineering firm as consultants to supervise construction of several projects and, if necessary, operate them after completion until Pakistanis can be trained to take over.

EPWAPDA will manage the construction, while the engineering firm will be consultants to do investigations and engineering.

Projects are in the Rangpur, Pabna, Bogra, and Chandpur districts. Emphasis on management and engineering is in accord with AID/Pakistan's policy of writing a similar provision for consultant services into project loan agreements.

Interested engineering firms should contact the East Pakistan Water & Power Development Authority, Dacca, East Pakistan.

Iran asks bids for radio communication equipment

The Distribution Office, Army Communication Department, Jamshidish, Iran, is inviting bids for the supply and installation of 2 complete VHF-FM radio transmitter- receivers and accessory equipment to provide a full duplex, automatic dialing radio telephone link between Teheran and Manzarieh Ghom.

Radio transmission will be in frequency range 144-174 mc. at minimum RF power output of 60 watts. Accessory equipment includes antennas, cable, towers, automatic voltage stabilizers, telephone circuit terminations, and power supplies.

Closing date for bids under advertisement 9 is Feb. 28. Copies of the tender documents, specifications, and instructions are available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Greece defers bid deadline on cold storage plant

The Piraeus Port Authority (OLP), Piraeus, Greece has deferred the bid deadline from Feb. 14 to an unspecified date in May for supply and erection of a storage building and cold storage plant at dockside in Piraeus. Exact date will be published as soon as it is announced.

UAR postpones bid deadline for 17 cold storage plants

The General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, UAR, has extended the bid deadline for the supply and erection of 17 cold storage and ice manufacturing plants from Feb. 2 to March 5 (INTERNATIONAL COMMERCE, July 2, 1962, page 25).

Field Offices

U.S. Department of Commerce

Albuquerque, N. Mex., U. S. Courthouse, Phone: 247-0311, Ext. 2386

Anchorage, Alaska, Rm. 60, U.S. Post Office & Courthouse

Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75th Forsyth St., NW., Phone: JAckson 2-4121, Ext. 6000

Birmingham, Ala., Title Building, 2028 Third Avenue

Boston 10, Mass., Room 230, 80 Federal St., Phone: CApitol 3-2312

Buffalo 3, N. Y., 504 Federal Building, 117 Ellicott St., Phone TL. 3-4216

Charleston 4, S. C., Area 2, Sergeant Jasper Bldg., West End Broad St., Phone: 722-6551

Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave., Phone: 634-2731

Chicago 6, Ill., Room 1302, 226 West Jackson Blvd., Phone: 828-4450

Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St., Phone 381-2200, Ext. 2944

Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave., Phone: CHerry 1-7900

Dallas 1, Tex., Rm. 3-104 Merchandise Mart, 500 South Ervay St., Phone RIverside 8-5611

Denver 2, Colo., 142 New Custom House, 19th & Stout Street, Phone: KEystone 4-4151, Ext. 598

Detroit 26, Mich., 438 Federal Building, Phone: 226-6063

Greensboro, N. C., Room 407 U. S. Post Office Bldg., Phone: BRoadway 3-8234

Hartford, Conn, 18 Asylum Street

Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St., Phone: 58831, Ext. 464

Houston, Tex., 5102 Federal Bldg., 515 Rusk Ave., Phone: CApitol 2-7201

Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St., Phone ELgin 4-7111

Kansas City 6, Mo., Room 2011, 911 Walnut Street, Phone: BAltimore 1-7000

Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway, Phone: RIchmond 9-4711, Ext. 1261

Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street, Phone: JAckson 6-3426

Miami 32, Fla., 408 Ainsley Bldg., 14 NE. First Ave., Phone: FRanklin 7-2581

Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street, Phone: 339-0112

New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave., Phone: 529-2411, Ext. 6547

New York 1, N. Y., 61st Fl., Empire State Bldg., 350 Fifth Ave., Phone: LOngacre 3-3377

Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St., Phone: WAlnut 3-2400, Ext. 591

Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave., Phone: 261-3285

Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave., Phone: 471-0800, Ext. 785

Portland 4, Oreg., 217 Old U. S. Courthouse, 520 SW. Morrison St., Phone: CApitol 6-3361, Ext. 1421

Reno, Nev., 1479 Wells Ave., Phone: Fairview 2-7133

Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St., Phone: 649-3611

St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St., Phone: MAin 1-8100

Salt Lake City 1, Utah, 222 SW. Temple St., Phone: DAvis 8-2911, Ext. 341

San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St., Phone: YUkon 6-3111

Savannah, Ga., 235 U. S. Courthouse and Post Office Bldg., 125-29 Bull Street, Phone: ADams 2-4755

Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

New Books and Reports

***English-German Business Dictionary.* Compiled and edited by Reinhart von Eichborn. Published by Prentice-Hall, Inc., Englewood Cliffs, N.J. 1962, 2,003 pp. 2 vol. $30.**

A comprehensive commercial dictionary of particular assistance to those engaged in the fields of accounting, advertising, business management, finance, government, insurance, labor relations, law, publishing, journalism, and sales.

Exporters and importers will find particularly helpful the extensive listing of foreign trade terms as they apply to customs and tariffs, fairs and exhibitions, commercial credits, and shipping.

Vol I: English-German Business Dictionary. 944 pages listing more than 90,000 entries of current American and British business terms, colloquial business expressions, newly-coined technical words, and idiomatic translations for English terms not having an exact German equivalent. This exhaustive listing is of invaluable assistance in eliminating the frequent need to search out separately and then combine prefixes, stems, and suffixes.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Vol. II: German-English Business Dictionary. 1,080 pages listing more than 90,000 entries including standard commercial terms, German colloquialisms, and new technical terms for the aforementioned fields. As American and English usage varies in certain fields, a special effort has been made to designate as (Br.) or (U.S.) those words used exclusively in either country.

The possible inclusion, in a future revision, of the gender of German nouns, might be considered for the convenience of English-speaking users. **N.K.**

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington 1962 and 1963. Annual subscription $18 ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Superintendent of Documents, GPO, Washington 25, D.C.**

Patent and Trademark Regulations of Sweden. OBR 62-33. 6 pp. Describes the kinds of trademark, collective mark, copyrights and patent rights and the provisions for their protection.

Import Tariff System of Burma. OBR 62-36. 2pp. A compact listing of Burma's units of currency, weight and measure; bases of specific and ad valorem duties, method of payment, preferential duties, sales and other internal duties, required shipping documents and other special regulations.

Preparing Shipments to Mauritania. OBR 62-39. 7pp. Lists the required shipping documents; filing instructions for U.S. Shipper's Export Declaration; import regulations; mail shipment regulations; labeling, marking and packing instructions; entry, transit and warehousing regulations; reexportation and free admission; and customs procedures.

Establishing a Business in Ethiopia. OBR 62-42. 10pp. Covers the pertinent laws in both Ethiopia and Eritrea; explains Government policy toward capital investment; the extent of private foreign investment; the Government's Industrial Development Plan; alien's rights in Ethiopia and Eritrea; mining concessions; the U.S.-Ethiopian Treaty; entry and repatriation of capital; advantages of location; forms of business organization; patent, coypright and trademark practices in Eritrea and Ethiopia; conditions and laws affecting employment; taxation in Ethiopia and Eritrea; transportation; power; and a bibliography. An appendix contains the Statement of Policy for the Encouragement of Foreign Capital Investment in Ethiopia.

Import Tariff System of Australia. OBR 62-43. 2pp. A brief description of units of currency, weight and measure; bases for specific and ad valorem duties; method of duty payment; preferential duty treatment; taxes; consular documents and fees, trade restrictions and other special regulations.

U.S. Trade With Major World Areas: Jan.-Sept. 1962. OBR 63-28. 8pp. A statistical listing by commodity groups and selected countries.

U.S. Foreign Trade: October 1962. OBR 63-33. 12pp. A statistical listing by commodity groups and principal commodities, leading countries and areas.

***Balance of Payments Statistical Supplement.* U.S. Dept. of Commerce. Washington, 1963. 272pp. $1.25.**

A basic fact book, tracing the evolution of the U.S. balance of payments for some 40 years, by major types of transactions, has been released by the Commerce Department's Office of Business Economics.

The report provides special tabulations to show:

- Area breakdowns of the balance of payments accounts between the U.S. and other countries, with quarterly data and seasonally adjusted series for most of the postwar period;
- A unique set of tables on merchandise trade since 1923, giving exports and imports by economic end-use categories; and
- International travel expenditures and receipts, freight and shipping, miscellaneous services, and private remittances.

U.S. Government transactions are tabulated by military and non-military expenditures abroad; credits, grants, and other economic assistance; and receipts for interest and principal.

A section on private foreign investments includes detailed data on values, capital flows, earnings, income receipts; data on sources and uses of funds of direct investments; and short-term and portfolio capital flows. The international investment position of the U.S. is shown, by types of assets and liabilities and by area.

Copies of the Balance of Payments Statistical Supplement are available from the U.S. Government Printing Office, Washington 25, D.C., or can be ordered from any Commerce Dept. Field Office.

New Export Schedule

Subscriptions are now being accepted for the 1963 edition of the Comprehensive Export Schedule, a loose leaf compilation containing official regulations and policies governing the export licensing of commercial shipments. The $6 yearly subscription rate ($7.50 for a foreign address) includes the new edition which will come out April 1, and all subsequent Current Export Bulletins issued until March 31, 1964. Domestic airmail service is available for an additional $4. For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or through any U.S. Dept. of Commerce Field Office.

☆ U.S. GOVERNMENT PRINTING OFFICE: 1963—651960/31

Calendar *for international traders*

February

17-24—American Pulp and Paper Manufacturers Exporters Annual Convention, Waldorf Astoria, **New York, N.Y.**

18—Businessmen's Consultations, U.S. Trade Mission to Japan. Worcester Area Chamber of Commerce, **Worcester, Mass.** Sponsors: Worcester Area Chamber of Commerce, U.S. Dept. of Commerce.

18—Businessmen's Consultations, U.S. Trade Missions to Greece, Italy and Spain. Stratford Hotel, **Bridgeport, Conn.** Sponsor: U.S. Dept. of Commerce.

19—Businessmen's Consultations with members of the U.S. Trade Missions to Greece, Japan and the Philippines, **Hartford, Conn.** Sponsor: U.S. Dept. of Commerce.

19—Memphis World Trade Club Meeting, Holiday Inn, **Memphis, Tenn.**

19—World Trade Club of Greater Providence Chamber of Commerce Dinner Meeting, **Providence, R.I.**

19-20—Businessmen's Conference of U.S. Trade Mission to Italy. Sheraton Hotel, **Philadelphia, Pa.** Sponsors. Foreign Traders Assn. of Philadelphia and U.S. Dept. of Commerce.

20—Conference on Export Trade, **Belleville, Ill.** Sponsor: Illinois Committee for Trade Expansion.

20—General Meeting on Export Finance-Insurance, Sheraton Dallas Hotel, **Dallas, Tex.** Sponsors: Small Business Administration; Dallas Export-Import Club; REEC; and U.S. Dept. of Commerce.

21—Bankers meeting on Export Finance-Insurance, Texas Hotel, **Fort Worth, Tex.** Sponsors: Fort Worth Clearing House Assn. REEC, and U.S. Dept. of Commerce.

21—Businessmen's Consultations on the U.S. Trade Mission to Spain, **Philadelphia, Pa.** Sponsor: U.S. Dept. of Commerce.

21—World Trade Club of Detroit—8 members of Trade Missions to Japan, Spain, Greece and Italy to address Club as a panel. Pick-Fort Shelby Hotel, **Detroit, Mich.**

23-March 1 — 1963 Construction Equipment Exposition and Road Show. International Amphitheater, **Chicago, Ill.** Sponsors: International Road Federation and others.

25—Businessmen's Consultations, U.S. Trade Missions to Greece, Italy, The Philippines and Spain, including a luncheon meeting of the World Trade Assn. **San Francisco, Cal.** Sponsors: World Trade Club and U.S. Dept. of Commerce.

26—Annual Convention, Luggage and Leather Goods Manufacturers of America, Export Workshop, **Miami Beach, Fla.**

26—World Trade Council Monthly Export Counseling Conference, **Pittsburgh, Pa.**

26—Special Interest Meeting of the International Trade Club of **Chicago, Ill.:** "Doing Business in Japan." La Salle Hotel, 3 p.m.

26—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy, the Philippines and Spain. **Los Angeles, Cal.** Sponsor: U.S. Dept. of Commerce.

26—Business Equipment Manufacturers Assn. Forum, **New York, N.Y.** Theme: Latin American Common Market.

26-27—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy and Spain. **Pittsburgh, Pa.** Sponsor: U.S. Dept. of Commerce.

27—Ozark Canners and Freezers Assn. Annual Convention, **Fayetteville, Ark.** Speaker: Deputy Asst. Secretary of Commerce Robert L. McNeill.

28—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy, the Philippines and Spain. **Dallas, Tex.** Sponsor: U.S. Dept. of Commerce.

28—Dinner Meeting of the World Trade Club of **St. Louis, Mo.**

28—Profits in Exports Conference, Military Park Hotel, **Newark, N.J.** Sponsor: U.S. Dept. of Commerce and local groups.

March

1—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy and Spain. **Cleveland, Ohio.** Sponsor: U.S. Dept. of Commerce.

1—Businessmen's Consultations with Members of the U.S. Trade Mission to Spain. **New York, N.Y.** Sponsor: U.S. Dept. of Commerce.

4-5—26th. Chicago World Trade Conference. Pick-Congress Hotel, **Chicago, Ill.** Sponsors: Chicago Assn. of Commerce and Industry and the Chicago International Trade Club.

5—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy, Japan and Spain. **St. Louis, Mo.** Sponsor: U.S. Dept. of Commerce.

7—Businessmen's Consultations with Members of the U.S. Trade Missions to Greece, Italy and Spain. **Minneapolis, Minn.** Sponsor: U.S. Dept. of Commerce.

7-8—Second Florida World Trade Conference. **Jacksonville, Fla.** Sponsor: Florida State Chamber of Commerce, in cooperation with U.S. Dept. of Commerce and other organizations. Speaker: Secretary of Commerce Luther H. Hodges.

10-15—International Bicycle Show and the 13th International Toy and Trade Fair. Statler-Hilton Hotel, **New York City.** Sponsor: International Trade Shows.

11—Businessmen's Consultations with Members of the U.S. Trade Mission to Italy. **Indianapolis, Ind.** Sponsor: U.S. Dept. of Commerce.

11—Foreign Credit Forum, Foreign Trade Council of Worcester Area Chamber of Commerce Dinner Meeting, **Worcester, Mass.**

12—Springfield Export Sales Managers Assn. Dinner Meeting. Betty's Old Towne House, **Agawan, Mass.**

12—Monthly meeting of the Automotive Exporters Club of **Chicago, Ill.**

12—Export Expansion Workshop for Industrial Management Corporation Subsidiaries, **Memphis, Tenn.** (Rescheduled from Feb. 13).

12-13—Businessmen's Consultations with Members of the U.S. Trade Mission to Greece. **Philadelphia, Pa.** Sponsor: U.S. Dept. of Commerce.

13—Business Conference celebrating 75th Anniversary of Chico State College, **Chico, Cal.** Speaker: Draper Daniels, National Export Expansion Coordinator.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON 25, D. C.

OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, $300
(GPO)

First-Class Mail

PROFIT SHY?

The U.S. Department of Commerce can help you show and sell your products or services around the world, through U.S. Trade Centers, Trade Fairs and Trade Missions.

Don't be shy with strangers. They are customers.

Write the U.S. Department of Commerce in Washington or drop in at your nearest Commerce Field Office.